

GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers.

Vol. XLIV. No. . 2 Chicago, Ill., U. S. A., January 25, 1920

PRICE \$1.75 PER YEAR
TEN CENTS PER COPY

McKENNA & DICKEY
CONSIGNMENTS

Taylor & Bournique Co.
SHIPPERS
Corn, Oats and Barley
MILWAUKEE, WIS.

Baltimore Pearl Hominy Co.
SEABOARD CORN MILLS
S. F. EVANS, Mgr. BALTIMORE, MD.
Always in the Market
Buyers of White and Yellow Corn
Manufacturers of
Corn flour, Corn meal, Hominy feed, etc.

B. H. Schwartz & Co.
PRODUCE EXCHANGE NEW YORK

P. B. & C. C. MILES
Established - 1875
Incorporated - 1910
Peoria, Ill. Handling Grain on Commission Our Specialty

James E. Bennett & Co.
Members Chicago Board of Trade
GRAIN PROVISIONS
STOCKS—BONDS
Postal Tel. Bldg., 332 So. La Salle St., Chicago
ST. LOUIS—PEORIA
211 Merchants Exchange 11 Board of Trade

WHEAT
Corn-Oats-Rye

J. A. Manger & Co.
216-218 Chamber of Commerce
BALTIMORE, MD.

Ship to
Dudley M.
IRWIN
Buffalo,
N. Y.

Goffe & Carkener
Grain Commission
St. Louis Kansas City

POPE & ECKHARDT CO.
GRAIN AND SEEDS
111 W. Jackson St. CHICAGO

COURTEEN
SEED CO. Milwaukee, Wisconsin
Clover, Timothy, Grass, Seed
Grain Bags

Ady & Crowe Merc. Co.
Denver, Colo.
GRAIN HAY BEANS
A. & C. Poultry Feeds

SIMONS, DAY GRAIN and
& Co. PROVISION
BROKERS
322 Postal Telegraph Bldg., CHICAGO, ILL.

Established 1877
Langenberg Bros. Grain Co.
St. Louis New Orleans

Helicoid Conveyor

is rolled from a single strip of metal and the flight given its permanent form by the rolling process. It has proven to be most efficient for handling grain, and is used entirely by many of the large elevators throughout the country.

We were the originators of steel screw conveyor, and will be glad to advise you on any conveying problems you may have.

H. W. CALDWELL & SON CO.
CHICAGO 17TH STREET AND WESTERN AVENUE
DALLAS, TEXAS 711 MAIN STREET
NEW YORK 50 CHURCH STREET

Indianapolis

offers exceptional opportunities to shippers of all grains. Its local consumption is large and its many diverging lines of railroads enable it to serve great consuming districts in the East and South.

It is the railroad terminal for Western, Eastern and Southern lines. Its main line connections between East and West guarantee prompt handling.

Indianapolis has ample and efficient grain handling facilities and its advantageous location makes it the convenient market for your grain.

The super-service rendered by the Indianapolis grains firms assures you of complete satisfaction on shipments to this market.

Send your next car to any of these

Board of Trade Members

Bert A. Boyd Grain Co.
Frank A. Witt
McCardle-Black Co.
P. M. Gale Grain Co.
Cleveland Grain Co.
Wm. R. Evans Grain Co.
H. E. Kinney Grain Co.
Heinmiller Grain Co.
Goldberg Grain Co.
Merchants Hay & Grain Co.
Hayward-Rich Grain Co.
Chas. A. Shotwell & Co.
Montgomery & Tompkins
Carl D. Menzie Grain & Bkg. Co.
B. B. Minor

Bartlett Frazier Co.
Sawers Grain Co.
Lew Hill Grain Co.
Steinhart-Bell Grain Co.
Bingham-Hewett-Scholl Co.
Lamson Bros. & Co.
Kendrick & Sloan Co., Inc.
Belt Elevator & Feed Co.
Hoosier Grain Co.
Springer-McComas Grain Co.
Urmston Grain Co.
E. Lowitz & Co.
National Elevators
Evans Milling Co.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.*

ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.

ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers.*
Baltimore Pearl Hominy Co., corn products.*
Blackburn & Co., C. P., grain receivers, exporters.*
Deunis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fisher & Co., John T., grain receivers and exporters.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Lederer Bros., grain receivers.*
Manger & Co., J. A., grain, seeds, hay.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*
Wack & Co., Henry E., grain, hay, feeds.*

BEAUMONT, TEX.

Archer Brokerage Co., grain brokers.

BLOOMINGTON, ILL.

Hasenwinkle Grain Co., cash and futures.
Slick, L. E., grain.
Worth-Gyles Grain Co., cash and future grain.*

BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage, commission.
Jaquith, Parker, Smith & Co., wheat, barley, milo.*

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*
Burns, Berend J., grain and feed merchant.
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Gee-Lewis Grain Co., grain consignments.*
Harold, A. W., grain, barley a specialty.
Irwin, Dudley M., barley.*
McConnell Grain Corporation, commission merchants.*
Kennedy & Co., Chas., wheat a specialty.*
Pratt & Co., receivers, shippers of grain.*
Taylor & Bourne Co., grain merchants.*
Urmon Grain Co., grain commission.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.

Halliday Elevator Co., grain dealers.*
Magee-Lynch Grain Co., grain.*
Thistlewood & Co., grain and hay.

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford-Matthews Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

CHATTANOOGA, TENN.

Grain Exchange Members.

Bagley & Semmes, grain, grain and feed brokers.
Chattanooga Feed Co., grain, feed, hay, cow peas.
Harbin, A. D., hay, grain and mill feeds.
Tennessee River Mill Co., corn buyers, corn meal mfrs.
Thomasson & Co., J. T., grain, hay, feed.
Winer Feed Co., food, feed, seed.

CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Bennett & Co., Jas. E., grain commission merchants.*
Brennan & Co., John E., grain commission merchants.*
Bridge & Leonard, commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.*
Gerstenberg & Co., commission merchants.*
Hales & Edwards Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Holt & Co., Lowell, commission, grain and seeds.*
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
Lowitz & Co., E., grain commission.*
McKenna & Dickey, commission merchants.*

*Member Grain Dealers National Association.

CHICAGO (Continued).

Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.
Perrine & Co., W. H., grain and commission.*
Pope & Eckhardt Co., grain and seeds.
Press & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.
ReQua Bros., wheat a specialty.*
Rosenbaum Bros., receivers, shippers.*
Rosenbaum Grain Co., J., grain merchants.*
Rothchild Co., D., receivers and shippers.*
Rothschild Co., Moses, receivers and shippers.*
Rumsey & Co., grain commission.*
Sawers Grain Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Uplike Grain Co., consignments.*
Ware & Leland, grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.

Blumenthal, Max, grain, feed, hay and straw.*
Early & Daniel Co., grain, hay, feed.*
Perin Bros., want corn.*

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.*
Cleveland Grain Co., The, receivers and shippers.*
Gates Elevator Co., The, receivers and shippers.*
Lake Shore Elevator Co., grain and feed.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Star Elevator Co., receivers, grain, hay, straw.*
Strauss & Co., H. M., receivers, shippers hay & grain.*
Union Elevator Co., The, grain and hay.*

DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.
Best & Co., J. D., buy and sell all grains.*
Conley-Ross Grain Co., The, grain and beans.
Crescent Flour Mills, The, wheat, corn oats.*
Gallagher Grain Co., grain merchants.*
Denver Elevator. We buy and sell grain and beans.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Grain Co., O. M., receivers and shippers.*
O'Donnell Grain Co., wholesale grain.*
Phipps Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grain & Coal Co., wheat, corn, oats, rye, barl.*
Thompson Merc. Co., The W. F., wholesale hay.
Warwick Grain Co., buyers & sellers all kinds of grain.

DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.*
Bartz & Co., W. H., grain merchants.*
Des Moines Elevator & Grain Co., oats a specialty.*
Iowa Grain Co., receivers and shippers.*
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission.
Mid-West Consumers Grain Co., grain merchants.*
Perrine & Co., W. H., commission merchants.*
Taylor & Patton Co., corn and oats.*
Tower, C. A., grain broker.

DETROIT, MICH.

Board of Trade Members.

Carson & Co., H. C., corn, oats, rye.*
Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., grain, hay consignments a specialty.*
Lichtenberg & Son, oats, corn, hay, straw.*
Simmons & Co., F. J., grain and hay.*

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

GULFPORT, MISS.

Corso & Runfalo, gro., grain, feed, flour, hay.
Gulfport Grocery Co., gro., grain, fd., flr., etc.*
Howie & Co., J. B., bkrs., grain, fd., flr., hay.

HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.*
Koehler-Twiddle Elevator Co., grain dealers.*
Moritz Grain Co., Chas., wholesale grain.
Sexson, C. R., grain.

HATTIESBURG, MISS.

Bobo & Co., W. E., bkrs., mdse., grain, hay, fd., flr.
King & Co., Jno. R., grain, feed, mdse. broker.
Merchants Grocery Co., bkrs., mdse., grain, fd., flr.

HOUSTON, TEX.

Beatty-Archer Co., grain brokers.*
Gulf Grain Co., grain, hay, millfeed.*

HUTCHINSON, KANS.

Board of Trade Members.

Farmers Co.-Op. Com. Co., commission merchants.
Gano Grain Co., grain merchants.
Hausam-Bateman & Co., grain buyers and sellers.
Hayes Grain Co., John, grain merchants.
Hutchinson Grain Co., grain merchants.
Kelly Milling Co., Wm., millers of hard wheat.
McClure Grain Co., J. B., buyers and sellers.*
Pettit Grain Co., L. H., grain merchants.
Reno Flour Mills Co., millers and grain dealers.
Rock Milling & Elevator Co., receivers and shippers.
Russell Grain Co., commission merchants.
Southwest Grain Co., receivers and shippers.
The Security Ele. Co., receivers, shippers milo kafir.
Union Grain Co., grain merchants.

INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.
Bingham-Hewett-Scholl Co., grain merchants.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Goldberg Grain Co., consignments.*
Hayward-Rich Grain Co., grain commission.*
Hill Grain Co., The Lew, commission & brokerage.
Hoosier Grain Co., consignments only.
Kinney Grain Co., H. E., receiver and shipper.*
McCardle-Black Co., grain merchants.
Menzie Grain & Bkg Co., Carl D., grain commission.*
Merchants Hay & Grain Co., hay, grain, mill feed.*
Minor & Son, B. B., grain consignments solicited.
Montgomery & Tompkins, receivers and shippers.
Sawers Grain Co., consignments.*
Shotwell & Co., C. A., grain & hay.
Urmon Grain Co., receivers and shippers.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.*
Stockbridge Elvtr., track buyers, sellers, gr. & ads.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Aviston Flour Co., feed mfrs. whl. flour, grain.*
Brittain & Co., P. L., mer. bkrs., dlrs. hay, gr., mill pdts.
Green, R. H., whlse. grocers, pdce, grain, mill feed.
Nall & Co., A. S., grain brokers.
Royal Feed & Mfg. Co., mixed feed mfrs.*

KANSAS CITY, MO.

Board of Trade Members.

Addison Grain Co., consignments.
Beyer Grain Co., consignments and mill orders.
Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milo.*
Croysdale Grain Co., grain commission.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dilts & Morgan, consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*
Fisher Grain Co., C. V., receivers & shippers of grain.*
Frisco Elevators Co., grain merchants.*
Goffe & Carkner, receivers and shippers of grain.*
Hall-Baker Grain Co., consignments.*
Hinds Grain Co., The, receivers, shippers.*
Hipple Grain Co., feterita, kafir, milo.
(Continued on Next Page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

KANSAS CITY (Continued).

Mensendieck Grain Co., consignments.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*
Nellis-Witter Grain & Mfg. Co., grain and feed.*
Norris Grain Co., grain merchants and exporters.*
Orthwein Matchette Co., consignments, buying orders.*
Parker Corn Co., corn, oats, kafir, milo.*
Roshen Grain Co., E. E., consignments.*
Root Grain Co., consignments and futures.*
Scouler-Bishop Grain Co., consignments.*
Shannon Grain Co., consignments.*
Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.*
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., shippers (a specialty).*

KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.*
Levy & Co., R. T., merchandise and grain brokers.*
Security Mills & Feed Co., flour and feed.*
Smith & Co., J. Allen, flour, meal, feed.*

LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.*

LITTLE ROCK, ARK.

Grain Exchange Members.

Cunningham Commission Co., grain, corn products.*
Caple & Stockton, hay, grain, feed.*
Cochran Co., H. K., grain dealers.*
Daniel Mill & Elevator Co., Joe, grain, hay, feed.*
Darragh Company, hay, grain, mixed feeds.*
Davis, S. P., dealer, consignments.*
Farmer Co., E. L., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Hayes Grain & Commission Co., dealers in grain, hay.*
Morse Co., F. E., grain brokers.*
Munn-Burrow Brokerage Co., grain, hay, mill feed.*
Niermeyer Grain Co., George, grain, hay, mill feed.*
Weinmann Milling Co., grain, hay, mixed feeds.*
Wilson Co., John R., grain brokers.*
Wilson & Co., hay, grain, feed brokers.*

LIMA, O.

Riddle & Co., T. P., hay and grain.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Edinger & Co., grain, hay, flour.*
Farmer & Sons, Oscar, hay, grain and feeds.*
Kentucky Public Elevator Co., storers and shippers.*
Schuff & Co., A. C., specialty white mfg. corn, wh.*
Verhoeft & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain, hay, ear corn specialty.*
Browne, Walter M., broker & com., consignments.*
Buxton, E. E., broker and commission merchant.*
Bluff City Grain Co., all grains, oats a specialty.*
Cereal Byproducts Co., everything for mixed feeds.*
Clark-Burkile & Co., grain and hay.*
Cook, L. P., receiver and shipper.*
Davis & Andrews Co., grain, mixed feed.*
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers, grain.*
Hasenwinkle, H. J., consignments.*
Horton & Co., J. B., grain dealers.*
International Sugar Feed No. 2 Co. mfrs. swt. mx. fd.*
Jones, Lee D., grain dealers.*
Lovitt & Co., L. B., cotton seed and peanut products.*
Marks & Anderson, wholesale grain, hay, mixed feed.*
Memphis Milling Co., high grade mixed feed.*
National Brokerage Co., flour, grain, feed brokers.*
Mississippi Elevator Co., grain dealers, feed mfrs.*
Nessly Co., J. L., broker, com., alf. meal, molasses.*
Patterson & Co., G. E., mfrs. mixed feed, grain.*
Pease & Dwyer, grain, mixed feed.*
Riverside Elevator & Warehouse, broker & whse'man.*
Royal Feed & Milling Co., mixed feed manufacturers.*
Scruggs-Robinson Co., brok. com. mer., consignments.*
Seasum Coal & Grain Co., grain, mixed feed.*
Stout-Hunt Milling Co., flour and corn meal.*
Tate & Co., J. E., wholesale grain dealers.*
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*
Alley, A. A., dealers & broker, grain and seeds.

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.*
Franke Grain Co., feeds, grain, hay.*
Godfrey-Blanchard Co., grain receivers.*
Kamm Company, P. C., barley and rye.*
Quinn Shepherdson Co., receivers & shippers.*
Rankin, M. G., & Co., grain and feed.*
Rialto Elvtr. Co., grain receivers and shippers.*
Taylor & Bournique Co., grain merchants.*
Thayer & Co., C. H., receivers & shippers.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Banner Grain Co., grain receivers.*
Benson, Stabeck Co., grain commission.*
Cargill Commission Co., grain commission.*
Carter, Sammis & Co., grain commission.*
Cereal Grading Co., grain merchants.*
Chambers-Mackay Co., screenings & mill feed.*
Dalrymple Co., William, grain commission.*
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.*
Getchell-Tanton Co., grain commission.*
Godfrey-Blanchard Co., grain receivers-shippers.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.*
Lewis & Co., Chas. E., consignments.*
Malmquist & Co., C. A., receivers & shippers.*
Marfield Grain Co., grain commission.*
McCaull Dinsmore Co., consignments solicited.*
Quinn-Shepherdson Co., receivers and shippers.*
Scroggins Grain Co., corn and oats.*
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats & screenings.*
Wernli-Anderson Co., grain commission, screenings.*
Woodward Newhouse Co., grain merchant.*
Zimmerman, Otto A., barley and oats my specialty.*

NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers and shippers.*
Bennett & Co., John C., brokers.*
Crozier & Co., W. H., receivers and shippers.*
Daugherty-Vincent Grain Co., receivers and shippers.*
Gillette Grain Co., The, operators steel elevator.*
Hale & Sons, J. R., receivers and shippers.*
Hermitage Elvtr. & Warehouse Co., public storage.*
Jones & Co., Chas. D., receivers and shippers.*
Kerr, S. S., receiver and shipper.*
Liberty Mills, flour and feed.*
Mero Mills, FLAVO FLOUR, feeds.*
Nashville Grain & Feed Co., receivers and shippers.*
Nashville Roller Mills, self rising flour mfrs.*
Nashville Warehouse & Elvtr. Co., public storage.*
Neil Shofner Grain Co., receivers and shippers.*
Rex Mill & Feed Co., grain and feeds.*
Tate, W. R., receiver and shipper.*
Tennessee Grain Co., receivers and shippers.*
Tyner & Co., John A., corn, wheat, oats, seeds.*
Wilkes & Co., J. H., grain, flour, feeds.*
Werke & Co., R. H., grain, feed, hay.*

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.*

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW YORK CITY.

Produce Exchange Members.

Bolle-Watson Co., Inc., receivers and exporters.*
Brainard Commission Co., consignments.*
Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
Morey, L. A., grain.*
Schwartz & Co., B. F., commission merchants.*
Therrien, A. F., broker.*

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.*

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.*
Cozart Grain Co., C. B., grain merchants.*
Conyers Grain Co., grain merchants.*
Dustin Grain Co., grain, feed, seeds.*
Langenberg Bros. Grain Co., grain merchants.*
Maney Export Co., grain merchants.*
Marshall-Jacobson Grain Co., grain, feed, seeds.*
Mid-West Grain Co., grain merchants.*
Oklahoma Export Co., grain commission.*
Okl. City M. & E. Co., grain merchants, millers.*
Rutledge Grain Co., commission merchants.*
Perkins Grain Co., W. L., commission merchants.*
Polson & Co., C. A., commission merchants.*
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.*

OMAHA, NEBR.

Grain Exchange Members.

Adams-Reitz Grain Co., consignments.*
Beal Commission Co., consignments a specialty.*
Butler Welsh Grain Co., grain merchants.*
Carlisle Grain Co., S. S., consignments.*
Cope & Kearney, grain commission.*
Crowell Elevator Co., receivers, shippers.*
Dawson Grain Co., grain merchants.*
Holmquist Elevator Co., receivers and shippers.*
Kern Co., brokers and commission merchants.*
Maney Grain Co., The, consignments.*
Merriam Commission Co., consignments.*
Miller Wilson Grain Co., receivers and shippers.*
Nye Schneider Fowler Grain Co., consignments.*
Oswald Delaney Grain Co., consignments.*
Roberts Grain Co., Geo. A., grain merchants.*
Rothschild Grain Co., corn and oats.*
Stockham Grain Co., E., commission merchants.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.*
Udlike Grain Co., consignments.*
Vanderslice Lynds Co., consignments.*

PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.*
Bowman & Co., Geo. L., grain commission.*
Buckley & Co., grain and seeds.*
Cole Grain Co., Geo. W., receivers and shippers.*
Conover Grain Co., E. B., grain commission.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Harwood-Young Co., grain commission.*
Luke Grain Co., grain commission.*
McFadden & Co., G. O., consignments.*
McCreery & Son, J. A., wheat, corn, oats.*
Miles, F. B. & C. O., grain commission.*
Mueller Grain Co., receivers and shippers.*
Slick, L. E., consignments solicited.*
Turner Hudnut Co., receivers and shippers.*
Tyng Grain Co., commission merchants.*
Warren Commission Co., consignments.*
Worth-Gyles Grain Co., grain commission.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Ezl., flour, grain, feed.*
Lemont & Son, E. K., hay, grain, millfeed.*
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Smith, Monroe A., grain and feeds.*
Taylor & Bournique Co., grain merchants.*
Young & Co., S. H., wheat, corn, oats.*

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.*
Geldel & Leubin, grain and hay.*
Hardman & Heck, grain, hay, millfeed.*
Heck & Co., W. F., grain, hay, millfeed.*
Herb Bros. & Martin, grain and hay.*
McCague, R. S., grain, hay.*
Taylor & Bournique Co., grain merchants.*
Walton Co., Samuel, grain and hay.*
Young & Fisher, brokerage and commission.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PORTLAND, ORE.

Albers Bros. Mfg. Co., millers and exporters.*
Globe Grain & Mfg. Co., grain, hay and feed.*
Kerr, Gifford & Co., Inc., grain exporters.*
Northern Grain & Warehouse Co., grain exporters.*
Pacific Coast Elevator Co., grain.*
Pacific Grain Co., grain exporters.*
Ryer Grain Co., wheat, corn and oats.*
Stephens-Smith Grain Co., grain and bag dealers.*
Tri-State Terminal Co., general grain and bags.*

PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay and feed.*

RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain.

SEATTLE, WASH.

Albers Bros. Mfg. Co., millers and exporters.*
Lilly Co., The Chas. H., seed merchants.*
Pacific Grain Co., grain exporters.*
Ryer Grain Co., wheat, corn and oats.*
Tri-State Terminal Co., general grain and bags.*

ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., buyers and shippers.*
Gordon Commission Co., T. P., gr. dealer and broker.*
Great Western Grain Co., buyers and sellers.*
Holdridge Grain Co., receivers and shippers.*
Aunt Jimmie Mills Co., A. J., hominy feed.*
Marshall Hall Grain Co., consignments solicited.*
McKee Lindley & Dunn Grain Co., commission.*
Mid-West Grain Co., pure soft wheat.*
Sloan Simmons Grain Co., consignments.*
St. Joseph Hay & Grain Co., grain merchants.*

ST. LOUIS, MO.

Annan Burg G. & M. Co., flour, grain, millfeed.*
Dreyer Commission Co., feeding stuffs, grain, seeds.*
Elmore Schultz Gr. Co., receivers and shippers grain.*
Goffe & Carkner Co., grain commission.*
Graham & Martin Grain Co., grain commission.*
Ichtertz & Watson, grain, seeds and hay.*
Marshall Hall Grain Co., grain commission.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*
Toberman, Mackey & Co., grain, hay, seeds.*
Turner Grain Co., grain commission.*

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

SIoux CITY, IOWA.

Board of Trade Members.

Jutton Co., L. C., grain commission.
Bailey, Walter H., grain merchants.*
Godfrey Blanchard Co., grain receivers.*
McCaull Dinsmore Co., commission.*
Rumsey & Co., receivers of consignments.*
Slaughter Burke Grain Co., receivers, shippers.*
Taylor & Bournique Co., grain merchants.*
Terminal Grain Corp., receivers and shippers.
Western Terminal Elevator Co., receivers and shippers.

TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.*

TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.*
King & Co., C. A., grain and seeds.
Morehouse & Co., wholesale grain and seeds.
Rice Grain Co., cash grain.*

*Member Grain Dealers National Association.

TOLEDO (Continued).

Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.
Young Grain Co., grain receivers, shippers.
Zahn & Co., J. F., grain seeds.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*

TOPPENISH, WASH.

Preston Co., H. P., alfalfa meal, grain, hay, feedstuffs.

UNION CITY, TENN.

Cherry-Moss Grain Co., grain, hay, feeds, seeds.
Dahnke-Walker Milling Co., milling, grain, feed.*
Howell Grain & Feed Co., grain and feed.

VICKSBURG, MISS.

Weil & Son, R., brokers; corn, oats, meal, hay, chops.
Wilkerson, R. C., grain broker.

WICHITA, KANS.

Board of Trade Members.

Beyer Grain Co., consignments and mill orders.*

WICHITA (Continued).

Blood-Pickerill Grain Co., consignments, mill orders.
Clark Burd Grain Co., consignments.*
Clark Grain Co., C. M., all kinds grain and feed.
Craig Grain Co., J. W., consignments and mill orders.
Groth, Samuel C., milling wheat and feed.
Hayes Grain Co., John, Okla.-Kan. wheat for mills.
Kansas Flour Mills Co., receivers and shippers.*
Kansas Milling Co., millers and grain merchants.*
Kelly Grain Co., Edward, grain and mill feed.
Koch Grain Co., Geo., milling wheat.
Kramer Grain Co., receivers and shippers.*
Raymond Grain Co., consignments.
Strong Trading Co., wholesale grain and feed.*
Wallingford Bros., receivers and shippers.*
Warwick Grain Co., "always have a bid."
Wichita Flour Mills Co., millers and grain merchants.
Wichita Terminal Elev. Co., general elevator business.*

WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.*

Produce Exchange
Members

NEW YORK

Produce Exchange
Members

Brainard Commission Co.

Receivers and Exporters

OATS and BARLEY

Send samples all off grade grains
Consignments Solicited

Produce Exchange, NEW YORK

BOLLE-WATSON CO., Inc.

RECEIVERS AND EXPORTERS

WHEAT—CORN—OATS—RYE—BARLEY

OIL CAKE and MEALS

CONSIGNMENTS SOLICITED

115 Produce Exchange N. Y. CITY

KNIGHT & COMPANY

Grain Brokers and
Commission Merchants

CONSIGNMENTS SOLICITED

New York Chicago Baltimore

M. B. JONES & CO.

Buyers—Quote Us

Produce Exchange, New York, N. Y.

THE CLASSIFIED SECTION

is where all grain dealers look for anything special they want. It is the market place of the grain and field seed trades, covering the entire country twice a month. The quality of our circulation insures representative replies to all Want advertisements and in many cases results are immediate.

Commercial Exchange
Members

PHILADELPHIA

Commercial Exchange
Members

TAYLOR & BOURNIQUE CO.

627-629 Bourse

PHILADELPHIA, PA.

Elevators Chicago and Milwaukee

SHIPPERS OATS AND CORN

Quality and Uniformity

Shipping Grain to Lemont PAYS

41 years in the grain business has made us a lot of good friends among Western shippers.

E. K. LEMONT & SON

411 Bourse Bldg., PHILADELPHIA, PENNA.

E. L. ROGERS & CO.

Over 50 years
in the business
GRAIN—FEED—HAY

S. H. YOUNG & CO.

WHEAT — CORN — OATS

417-19 Bourse Bldg.

CONSIGNMENTS

L. F. MILLER & SONS

Consignments Solicited

Receivers and Shippers of

GRAIN, FEED, SEEDS, HAY, ETC.

Office 2931 N. Broad St. PHILADELPHIA, PA.

E. E. DELP GRAIN CO.

ELEVATOR AND MILLS—BOURBON, INDIANA

Eastern Office Philadelphia, Pa.

RICHARDSON BROS.

BROKERS

WANT OFFERS

GRAIN FLOUR MILL FEED

Delivered Philadelphia

Either Export or Domestic
The Bourse

CAR ORDER BLANKS

The keeping of a duplicate copy of each order for cars filed with railroad agents, hastens the bringing of cars, establishes the most forceful evidence in collecting claims for losses due to delay in furnishing cars, and encourages railroad agents to heed shipper's needs. Form 222 C. O. are Car Order Blanks bound in books of fifty, with machine perforations, so that order can be torn out and sent to carrier's agent, and a carbon copy be retained in book. Fifty orders and fifty duplicates in each book. Price, 50 cents.

GRAIN DEALERS JOURNAL, 305 South La Salle Street, Chicago, Ill.

Board of Trade
Members**INDIANAPOLIS**Board of Trade
Members

"Follow The Flag"
With Your Shipments
URMSTON GRAIN COMPANY
INDIANAPOLIS, IND.

BELT ELEVATOR & FEED CO.
Fred Vawter
INDIANAPOLIS, IND.
Commission—GRAIN—Brokerage
When we get your trade we will be just as
anxious to hold it as we are now solicitous
about having you send a trial car.

Established 1883
H. E. KINNEY GRAIN CO.
617 Board of Trade
INDIANAPOLIS, IND.
SAM J. BRUCE, Manager Consignment
Department

Hayward-Rich Grain Co.
GRAIN COMMISSION
511 Board of Trade Building
INDIANAPOLIS, IND.

The Lew Hill Grain Co.

(Incorporated--Capital Stock \$50,000)

GRAIN**Commission and Brokerage****Earnestly Soliciting Your Business and Correspondence****Board of Trade****INDIANAPOLIS, IND.**Grain Exchange
Members**SIOUX CITY**Grain Exchange
Members

Terminal Grain Corporation
RECEIVERS and SHIPPERS
Consignments Solicited
SIOUX CITY, IOWA

SLAUGHTER - BURKE GRAIN CO.
RECEIVERS—SHIPPERS
SIOUX CITY, IOWA SIOUX FALLS, S. DAK.
Get Our Quotations on Corn
and Oats

RUMSEY & COMPANY
Sioux City Chicago
Grain Business in All Branches

L. C. BUTTON CO.
510-511 Grain Exchange, SIOUX CITY, IOWA
**General Grain and
Commission Business**
USE US

TAYLOR & BOURNIQUE CO.
628-29 Grain Exchange
SIOUX CITY, IOWA
BUYERS AND SELLERS
CORN OATS BARLEY

Ask for Our Prices
on
GRAIN
GODFREY-BLANCHARD COMPANY
GRAIN
We
LOOK AFTER THE INTERESTS OF COUNTRY
SHIPPERS AND CONSUMERS

For You

why your grain should be shipped to Milwaukee

- the railroad lines are direct
- the hauls are shorter and the freight rates are lower
- the terminals are less congested, the switching facilities are adequate for prompt transfer of grain from cars to the elevators
- the several large elevators of the most improved design, equipped with the latest of handling devices, efficiently managed, assure careful cleaning, etc.
- the splendid harbor, with exceptional lake shipping facilities
- the continuous demand.

Note—The cash grain market of Milwaukee offers unusual advantages to country shippers and eastern buyers in Barley, Corn, Oats, Rye and Wheat.

Other facts telling why you should make Milwaukee your market can be had by writing any of these Chamber of Commerce members.

Fraser-Smith Co.
 Merriam Commission Co.
 Moering Grain Co.
 Godfrey Blanchard Co.
 Quinn Shepherdson Co.
 E. P. Bacon Co.
 Franke Grain Co.
 Taylor & Bournique Co.
 W. M. Bell Company
 L. Bartlett & Son Co.
 Flanley Grain Co.
 Henry Rang & Co.
 Runkel & Dadmum
 Cargill Grain Co.
 M. G. Rankin & Co.
 Donahue-Stratton Co.
 Johnstone-Templeton Co.

MILWAUKEE

Chamber of Commerce
Members**BALTIMORE**Chamber of Commerce
Members**C. P. BLACKBURN & CO.**COMMISSION MERCHANTS
Grain Receivers Exporters
Sell to US Consign to US**CONSIGNMENTS A SPECIALTY****JOHN T. FAHEY & CO.**
Commission Merchants
Grain Receivers and Shippers
In the Market every day
Remember us on Rye BALTIMORE, MD.

Established 1888

G. A. HAX & CO.COMMISSION
Grain and Hay
BALTIMORE MARYLAND**CHAS. ENGLAND & CO.**Commission Merchants
GRAIN = HAY = SEEDS
308-310 Chamber of Commerce, BALTIMORE**Baltimore Grain Co.**Consignments
Baltimore Maryland**If It's Off Grade
We Know Values****HENRY E. WACK & CO., Inc.**
Baltimore, Md.
Liberal Advances. 100% Service on
Consignments.Board of Trade
Members**DES MOINES**Board of Trade
Members*"Consignments"***W. H. BARTZ & CO., Inc.**Grain Merchants
DES MOINES, IOWA
*"Get Our Prices"***DES MOINES ELEVATOR & GRAIN CO.**Terminal elevator capacity
700,000 bushels. Oats for
Southern Trade a Specialty.
DES MOINES - - IOWA**W. H. PERRINE & CO.**COMMISSION MERCHANTS
721 Hubbell Bldg.
DES MOINES, IOWA
A. McARTY, Mgr. Telephone Walnut 198z**UNIVERSAL GRAIN CODE**For use of Grain and Milling Trades
Save telegraph tolls. Keep your business
to yourself. Prevent expensive errors. Its
146 pages contain 13,746 expressions,
printed on policy bond paper, and bound
in black flexible leather. Size 7x4
inches. Price, \$3.00.
GRAIN DEALERS JOURNAL, CHICAGO**CLARK BROWN GRAIN CO.**Grain Merchants
DES MOINES, IOWA
ELEVATORS LOCATED ON
Minneapolis & St. Louis Ry.
Chicago Great Western Ry.
Chicago, Rock Island & Pacific Ry.
Ft. Dodge, Des Moines & Southern**TAYLOR & PATTON CO.**Terminal elevator capacity
250,000 bushels. Buyers and
shippers of Corn and Oats.
DES MOINES = IOWAGrain Exchange
Members**ST. JOSEPH**Grain Exchange
Members**AUNT JEMIMA MILLS COMPANY**

ST. JOSEPH, MO.

Manufacturers

A. J. HOMINY FEED**HOLDRIDGE GRAIN CO.**MARSHALL BRUCE, Pres.
RECEIVERS AND SHIPPERS
CONSIGNMENTS
ST. JOSEPH - - - MISSOURI**The A. J. Elevator Company**ST. JOSEPH, MO.
Consignments Solicited
Buyers WHITE MILLING CORN
C. L. SCHOLL, Mgr.**McKEE GRAIN CO.**

COMMISSION MERCHANTS

Corby Forsee Bldg. ST. JOSEPH, MO.

MARSHALL HALL GRAIN CO.OPERATORS OF
MARSHALL HALL 1,000,000 Bushel GRAIN ELEVATOR
CONSIGNMENTS SOLICITED GRAIN BOUGHT TO ARRIVE OR SOLD FOR SHIPMENT
ST. JOSEPH, MO.**GREAT WESTERN GRAIN CO.**Operating G. W. Elevator
BUYERS and SELLERS
GET OUR PRICES
ST. JOSEPH, MISSOURI**DRY MILLING CORN**Missouri Grown
MID-WEST GRAIN CO.
ST. JOSEPH, MO.

Established 1881

T. P. Gordon Commission Co.GRAIN MERCHANTS
Our Consignment Services the Best
Room 1005-6-7-8 Corby-Forsee Bldg.
ST. JOSEPH, MISSOURI**Sloan-Simmons Grain Co.**GRAIN BROKERS AND
COMMISSION MERCHANTS
1101 Corby-Forsee Bldg., ST. JOSEPH, MO.**DRIVE**Your business. Hitch up with an
ad. in the Grain Dealers Journal.
You will then have a pleasant and
profitable ride.**Kellogg - Huff Grain Co.**STRICTLY COMMISSION
St. Joseph, Mo.
1015-16 Corby-Forsee Bldg.
Our Idea: Personal attention, Quick returnsBy mentioning the Grain Dealers Journal of Chicago, when writing its advertisers you
help it to more efficient work in improving grain trade conditions.

Some say:

I am not getting all I should from my grain shipments and my returns are often slow. I have decided to try a new market—Little Rock—where the milling, feeding and shipping demand is continually good. My next car of grain goes to Little Rock.



Some day—

You, too, will come to the conclusion that you can do better in Little Rock, where quick returns and diligent service are rendered. Better make that "Some Day" today.

LITTLE ROCK

ARKANSAS

These Members of the Grain Exchange at Little Rock will see to it that you get satisfaction in your grain transactions:

Cunningham Commission Co.,
Grain, corn products
Caple & Stockton,
Hay, grain, feed
Cochran Co., H. K.,
Grain dealers
Daniel Mill & Elevator Co., Joe,
Grain, hay, feed
Darragh Company,
Hay, grain, mixed feeds
Davis, S. P.,
Dealer, consignments
Farmer Co., E. L.,
Brokers, hay, grain, mill feed

Gordy Co., C. L.,
Grain brokers, hay, grain, mill feed
Hayes Grain & Commission Co.,
Dealers in grain, hay
Morse Co., F. E.,
Grain brokers
Munn-Burrow Brokerage Co.,
Grain, hay, mill feed
Niemeyer Grain Co., George,
Grain, hay, mill feed
Weinmann Milling Co.,
Grain, hay, mixed feeds
Wilson Co., John R.,
Grain brokers

Wilson & Co.,
Hay, grain, feed brokers

Board of Trade
Members**KANSAS CITY**Board of Trade
Members**KAFIR-MILO MAIZE**

Wire for Delivered Prices

PARKER CORN CO.

7-8 Board of Trade

Real Service on
ConsignmentsOperators 1,500,000
BU. ELEVATOR**FEDERAL GRAIN CO.**Buyers and Sellers
ofWheat, Corn, Oats,
Kafir and Milo

SUCCESSORS TO

AYLSWORTH GRAIN CO.

BOARD OF TRADE

KANSAS CITY, MO.

U. S. A.

STEVENSON GRAIN CO.

KANSAS CITY, MO.

Buyers and Sellers of Grain
Prompt and Careful Attention Given Consignments**SHANNON GRAIN COMPANY****CONSIGNMENTS**

201-2 Board of Trade KANSAS CITY, MO.

Buyers—Sellers
**WHEAT . CORN
OATS . BARLEY**
CONSIGNMENTS
MILL ORDERS

We buy and sell

**KAFIR CORN — FETERITA
MILO MAIZE****B. C. CHRISTOPHER & CO.**
Kansas City, Mo.**BRUCE BROTHERS GRAIN CO.**

KANSAS CITY, MO.

CONSIGNMENTS—PERSONAL SERVICE

ST. JOSEPH, MO.

Mensendieck Grain Co.**CONSIGNMENTS****WESTERN GRAIN CO.**Shippers (a Specialty)
MILL FEED and FLOUR
Natural Feeding and Milling Corn, Oats,
Barley, Kafir Corn and Milo Maize.
Bulk or Sacked.
657-660 Gibraltar Bldg., Kansas City, Mo.**ADDISON GRAIN CO.**

Wheat, Corn, Oats, Kafir, Milo

Consignment Specialists

244 Glover Bldg., KANSAS CITY, MO.

KANSAS CITY

A GOOD MARKET FOR CORN AND OATS

CONSIGN TO

MOORE-LAWLESS GRAIN COMPANY

337-340 Board of Trade

R. J. THRESHER, Pres. EREN S. THRESHER, Secy.

Thresher Fuller Grain Co.
Grain Commission MerchantsConsignments Solicited
Grain Bought and Sold for Future Delivery
311 Board of Trade KANSAS CITY, MO.**TWIDALE-WRIGHT GRAIN CO.**

Board of Trade, KANSAS CITY, MO.

Consignments and Future Trades Solicited

*The last word in
Consignment Service*

C. V. FISHER, Pres. P. G. HALE, Mgr.

C. V. FISHER GRAIN CO.**CORN**

KANSAS CITY, MO.

**Scoular - Bishop
Grain Company**

Superior Service

Kansas City, Mo.

NELLIS-WITTER GRAIN & MILLING CO.

GRAIN and FEEDS

610 Postal Building

KANSAS CITY, MO.

HALL-BAKER GRAIN CO.

Buyers and Sellers of Grain

CONSIGNMENTS

Kansas City - - Missouri

A. C. DAVIS GRAIN CO.

Grain Commission

Mill Orders a Specialty

Consignments and Future Orders Solicited
KANSAS CITY, U. S. A.**CONSIGN****Ernst-Davis Com. Co.**

Kansas City

**SPECIAL ATTENTION
GIVEN TO FUTURES**MEMBERS
Kansas City Board of Trade
Chicago Board of Trade
St. Louis Merchants Ex.**CONSIGNMENTS**

We specialize in

FETERITA KAFIR MILO**Hipple Grain Co., Kansas City, Mo.****Yes Sir!****We Handle
CONSIGNMENTS
GRAIN ---- SEEDS
S.H. MILLER GRAIN CO.
KANSAS CITY, MO.**

Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.

Wide-awake
ell-known
atchful
illing

Important
ndomitable
nfluentia
nvincible

Clean-cut
onscientious
apable
onsistent

Helpful
onorable
eedful
ard-to-beat

Infallible
ndustrious
ngenious
mpartial

Thoughtful
horough
rustworthy
ireless

Alert
mbitious
ccommodating
ble

The spirit of the Wichita Board of Trade is always one of service. You can prove this to yourself and find it profitable by opening business negotiations with any of the members listed below.

Wichita stands in the heart of the Union's greatest wheat belt. The members of its Board of Trade have an enviable reputation for fair dealings. When you do business with them you can be sure of satisfaction. They seek the business of the country shipper, the exporter and the flour mill. Get into communication with any of them.

Clark Burdgrain Co.
Beyer Grain Co.
C. A. Baldwin
Stevens Scott Grain Co.
The J. W. Craig Grain Co.
C. M. Clark Grain Co.
Price Commission Co.
Sam Groth Grain Co.
The Red Star Milling Co.
John Hayes Grain Co.
The Kansas Flour Mills
The Kansas Milling Co.
George Koch Grain Co.
Kramer Grain Co.
Kelly Grain Co.

The Wichita Flour Mills
Dilts & Morgan
The Wichita Terminal Elevator
Blood-Pickerell Grain Co.
Roth Grain Co.
Strong Trading Co.
Williamson Grain Co.
C. L. Wagner Grain Co.
Wallingford Bros. Grain Co.
Warwick Grain Co.
The Schaefer Grain Co.
The Victory Mills Co.
Smith Elevator Co.
Red Star Mill
Raymond Grain Co.

Grain Exchange
Members

OMAHA

Grain Exchange
Members**MERRIAM &
MILLARD CO.**Terminal Elevators
OMAHA and COUNCIL BLUFFS**MERRIAM****MERRIAM
COMMISSION CO.
CONSIGNMENTS****Top the Market**

SHIP TO

COPE AND KEARNEYGrain Commission Merchants
OMAHA, NEBRASKA

CONSIGNMENTS SOLICITED

MILLER-WILSON GRAIN CO.

GRAIN MERCHANTS

200-201 GRAIN EXCHANGE OMAHA RECEIVERS & SHIPPERS

GRAIN AND HAY CONSIGNMENTS

*"Personal Service,
Good Sales, Prompt Returns"***MID-WEST GRAIN CO.**

224-5 Grain Exchange

WELSH GRAIN CO.

600 Grain Exchange

GRAIN and HAY**BEAL COMMISSION CO.**405 Grain Exchange
OMAHA*Good Sales Prompt Returns***ROTHSCHILD GRAIN COMPANY**

Receivers and Shippers

CORN---OATS---BARLEY

Omaha

Atlantic, Iowa

*Service That Makes Friends and Keeps Them***E. STOCKHAM GRAIN CO.**

838 GRAIN EXCHANGE

CONSIGNMENTS

ASK US FOR BIDS TO ARRIVE

**Geo. A. Roberts
Grain Co.****GRAIN MERCHANTS**Consignments
a
Specialty**Omaha, Neb.****GRAIN CONSIGNMENTS**

See what we can do with your next car

ADAMS - REITZ GRAIN CO.

OMAHA

CROWELL ELEVATOR COMPANY

Receivers and Shippers

GRAINConsignments Solicited
OMAHA**NYE SCHNEIDER FOWLER GRAIN CO.**GET OUR MARKET
LETTER AND BIDS

GRAIN CONSIGNMENTS

OMAHA

VANDERSLICE LYND'S CO.

CONSIGNMENTS

324 Grain Exchange OMAHA

MANEY GRAIN COMPANY

Consignments Solicited

Our Watchwords are

"Most Dollars per Car"

Telephone Harney 150

OMAHA, NEBRASKA

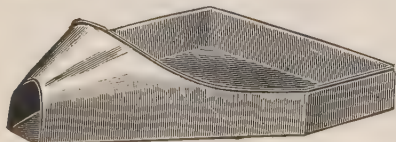
**To BUY or SELL
RENT or LEASE
an ELEVATOR**Place an adv. in the "Wanted" or "For Sale"
columns of the GRAIN DEALERS JOURNAL
of Chicago. It will bring you quick returns.**THE UPDIKE GRAIN COMPANY***"The Reliable Consignment House"*

OMAHA

MILWAUKEE

SIOUX CITY

CHICAGO

GRAIN SAMPLE PANSMade of sheet aluminum, formed by bending,
reinforced around top edge with copper
wire. Strong, light and durable. The dull,
non-reflecting surface of the metal, which
will not rust or tarnish, assists the user to
judge of the color and detect impurities.
Grain Size, 2 1/4 x 12 x 16 1/2", Price \$1.90
Seed Size, 1 1/4 x 9 x 11", Price \$1.65.
Send All Orders to

GRAIN DEALERS JOURNAL, 305 S. La Salle St., CHICAGO, ILL.

Put Your Namewhere every progressive
grain dealer will see it
and keep it there.

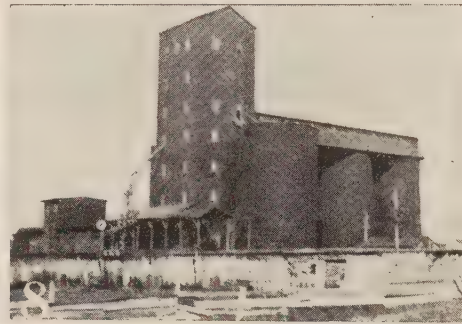
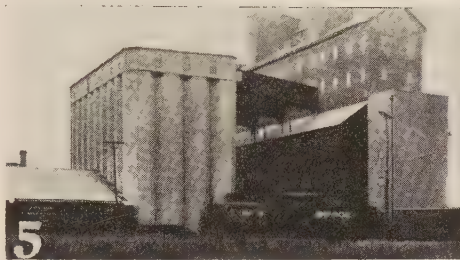
THAT IS IN THE

Grain Dealers Journal

OF CHICAGO

Ready to Meet the Demand

These Are 2
of the twenty elevators in Nashville.



Remember!

Nashville is the largest grain sacking market in the country. Storage capacity of Nashville elevators is 4,500,000 bushels.

ALLEN GRAIN CO.,
Receivers and shippers.

JOHN C. BENNETT & CO.,
Brokers.

W. H. CROZIER & CO.,
Receivers and shippers.

DAUGHERTY-VINCENT GRAIN CO.,
Receivers and shippers.

THE GILLETTE GRAIN CO.,
Operators steel elevator.

J. R. HALE & SONS,
Receivers and shippers.

HERMITAGE ELEVATOR & WAREHOUSE
Public storage.

CHAS. D. JONES & CO.,
Receivers and shippers.

S. S. KERR,
Receivers and shippers.

LIBERTY MILLS,
Flour and feed.

MERO MILLS,
FLavo FLOUR, feeds.

NASHVILLE GRAIN & FEED CO.,
Receivers and shippers.

NASHVILLE ROLLER MILLS,
Self-rising flour mfrs.

NASHVILLE WAREHOUSE AND ELE-
VATOR,
Public elevator.

NEIL SHOFNER GRAIN CO.,
Receivers and shippers.

REX MILL & FEED CO.,
Grain and feeds.

W. R. TATE,
Receivers and shippers.

TENNESSEE GRAIN CO.,
Receivers and shippers.

JOHN A. TYNER & CO.,
Corn, wheat, oats, seeds.

J. H. WILKES & CO.,
Grain, flour, feeds.

R. H. WORKE & CO.,
Crain, feed, hay.

NASHVILLE

Like a Beacon in the Dark, the Light of

DENVER

Shines Forth

Profitable grain transactions are the results of dealing with any of the members of the Denver Grain Exchange mentioned below. Write or wire any of them and be convinced.

J. D. BEST & CO.

We buy and sell Corn, Oats and Barley
CONLEY-ROSS GRAIN CO., THE

Wholesale Grain and Beans
CRESCENT FLOUR MILLS, THE

We buy Wheat, Corn, Oats, Beans, etc.
DENVER ELEVATOR

We buy and sell Grain of all kinds,
also Beans.

HUNGARIAN FLOUR MILLS

Dealers in Wheat, Corn, Oats, Rye and
Barley.

O. M. KELLOGG GRAIN CO.

Receivers and shippers of all kinds of
Grain.

NOTE—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange, when dockage is not provided for in contract.

Denver

Grain Exchange
Members

O'DONNELL GRAIN CO.

Think O'Donnell when you think Grain
—whether you buy, sell or consign.

PHELPS GRAIN CO., T. D.

Wholesale Grain and Beans.

SCOTT-GEORGE GRAIN CO

Wire us when you are in the market
to buy or sell Wheat, Corn, Oats, Rye
and Barley.

SUMMIT GRAIN & COAL CO., THE

Wheat, Corn, Oats, Rye and Barley.
We always buy and sell.

WARWICK GRAIN COMPANY

Buyers and Sellers of all kinds of Grain

THE A. McCLELLAND MERCANTILE, I. & R. CO., PUEBLO, COLO.

We are Members of the Denver Grain Exchange

If you wish to buy or sell grain in carlots write us.

Pueblo is the Real City of Opportunity, Sunshine and Health.

Merchants Exchange
Members

ST. LOUIS

Merchants Exchange
Members

Nanson Commission Co. GRAIN, HAY and SEEDS

202 Chamber of Commerce, ST. LOUIS, MO.

TURNER GRAIN CO.

Merchants Exchange
ST. LOUIS

Grain Commission

Matchless Service

YOU

Can find no present more acceptable to the progressive grain dealer than a paid up subscription the Grain Dealers Journal.

ALEX. C. HARSH
President

V. C. ELMORE
Vice-President

JOHN H. HERRON
Secretary and Treasurer

ELMORE-SCHULTZ GRAIN COMPANY

EXPERT—SERVICE—GIVEN—CUSTOMERS

513-516 Merchants Exchange

ST. LOUIS

It is better to have shipped to us than to wish you had

PICKER & BEARDSLEY COM. CO.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

GRAIN, HAY AND GRASS SEEDS

125 MERCHANTS EXCHANGE BLDG.

ST. LOUIS, MO.

TOBERMAN, MACKAY & CO.

GRAIN—HAY—SEEDS

FASTEST GROWING COMMISSION HOUSE IN AMERICA
SAINT LOUIS

Consignments
and
Futures

CLAIBORNE COMMISSION CO.

"One car leads to another"

113 No. Fourth St.
ST. LOUIS,
MO.

RECEIVERS

SHIPPERS

MARSHALL HALL GRAIN CO.

ST. LOUIS

EXPORTERS

OF GRAIN

Ichtertz & Watson

Futures Consignments

Members } Chicago Board of Trade
St. Louis Merchants Exchange
SAINT LOUIS

Goffe & Carkener Co.

105-107 Merchants Exchange

RECEIVERS

GRAIN, HAY & SEEDS

SAINT LOUIS

W. C. GOFFE
O. S. CARKENER
O. C. MARTIN, JR.

K. C., MO., Omas,
101-102 Board of Trade

MEMPHIS

Memphis a Grain Center.

Memphis is now the largest mixed feed manufacturing center in the country. Being a large railroad center, Memphis is the gateway to the mixed feed consuming territory of the Southeast, while on the other hand it is admirably located to draw grain from the large grain raising sections of the Middle West and Southwest. This location, which is served by 12 trunk line railroads and the great Mississippi River, has greatly aided Memphis merchants in developing the feed manufacturing industry.

MEMPHIS ELEVATORS.

	Bin capacity, bus.	Warehouse capacity, (sacked), bus.
International Sugar Feed Co. No. 2	400,000	.....
John Wade & Sons, Inc.	200,000	150,000
Union Elevator	200,000	50,000
Bluff City Grain Co.	115,000	10,000
Davis & Andrews Co.	100,000	40,000
Stout-Hunt Milling Co.	100,000	50,000
Mississippi Elevator	80,000	10,000
G. E. Patteson & Co.	75,000	75,000
Buckeye Cotton Oil Co.	50,000	20,000
Superior Feed Co.	40,000	50,000
Pease & Dwyer	25,000	125,000
Royal Feed and Milling Co.	25,000	100,000
Sessum Coal & Grain Co.	16,000	30,000
	1,426,000	710,000
	710,000	
Total storage	2,136,000	

MIXED FEED.

Figures published by the Sweet Feed Manufacturers Ass'n showed an annual business in mixed feed in Memphis last year of 250,000 tons, amounting to \$12,000,000. The following shows the twelve hour run capacity of Memphis Mixed Feed Manufacturers:*

International Sugar Feed Co.	600 tons
John Wade & Sons	600 tons
Royal Feed and Milling Co.	300 tons
Superior Feed Co.	250 tons
Edgar-Morgan Co.	200 tons
G. E. Patteson & Co.	200 tons
Buckeye Cotton Oil Co.	200 tons
Pease & Dwyer Grain Co.	120 tons
Mississippi Elevator Co.	100 tons
Memphis Milling Co.	100 tons
Sessum Coal & Grain Co.	75 tons
Southern Corn Mills	50 tons

Total daily production2,795 tons

*Includes millfeeds and sweet feeds.

The receipts of wheat, corn and oats has steadily increased since the organization of the Merchants Exchange. A comparison is all that is necessary here to show how Memphis has grown as a grain market. In 1883 the receipts were as follows: Wheat, 2,959 bus.; corn, 463,647 bus.; and oats, 348,780 bus., while the receipts in 1919 to Dec. 1. amounted to, wheat, 633,000 bus.; corn, 2,727,600 bus.; and oats, 7,216,500 bus. The receipts of hay average 5,000 cars per year.

Members Merchants Exchange.

- John Wade & Sons, Inc.
Grain, Feed, Flour
- Bluff City Grain Co.
All Grains, Oats a Specialty
- Davis & Andrews Co.
Grain, Mixed Feed
- Edgar-Morgan Co.
Mixed Feed Mfrs., Grain
- L. P. Cook
Receiver and Shipper
- J. B. Horton & Co.
Grain Dealers
- U. S. Feed Co.
Grain, Hay, Millfeed
- Lee D. Jones
Grain Dealer
- Scruggs-Robinson Co.
Broker, Com. Merchant, Consignments
- Pease & Dwyer
Grain, Mixed Feed
- International Sugar Feed No. 2 Co.
Mfrs. Sweet Mixed Feed
- Walter M. Browne
Brokers and Commission, Consignments
- Marks & Anderson
Wholesale Grain, Hay, Mixed Feed
- Riverside Elevator & Whse.
Broker and Warehouseman
- Sessum Coal & Grain Co.
Grain, Mixed Feed
- J. L. Nessly Co.
Broker, Com., Alfalfa Meal, Molasses
- Memphis Milling Co.
High Grade Mixed Feeds
- Cereal Byproducts Co.
"Everything for Mixed Feeds"
- Embry E. Anderson
Grain, Hay, Ear Corn a Specialty
- Stout-Hunt Milling Co.
Flour and Corn Meal
- G. E. Patteson & Co.
Mfrs. Mixed Feed, Grain
- L. B. Lovitt & Co.
Cottonseed and Peanut Products
- Mississippi Elevator Co.
Grain Dealers, Feed Mfrs.
- Clark-Burkle & Co.
Grain and Hay
- H. J. Hasenwinkle
Consignments
- Denyven & Co.
Broker and Commission
- J. E. Tate & Co.
Wholesale Grain Dealers
- E. E. Buxton
Broker and Commission Merchant
- Royal Feed & Milling Co.
Mixed Feed Mfrs.

LINCOLN NEBR

**We Furnish
Federal Inspection**

Do You Want Country Run Grain?

The following RECEIVERS and SHIPPERS are always at YOUR SERVICE

W. T. Barstow Grain Co.
Nebraska Corn Mills
Central Granaries Co.

M. T. Cummings Grain Co.
Ewart Grain Co.
Gooch Milling & Elevtr. Co.

Lincoln Grain Co.
Wilsey Grain Co.
Wright-Leet Grain Co.

DeWitt Grain Co.
Foster Grain Co.

Chamber of Commerce
Members

MINNEAPOLIS

Chamber of Commerce
Members

BENSON STABECK C^o. BEST SERVICE

Grain Commission Since 1903
MINNEAPOLIS
DULUTH MILWAUKEE WINNIPEG

J. L. McCaull, Pres. R. A. Dinsmore, Vice-Pres.
S. J. McCaull, Sec. A. M. Dinsmore, Treas.

The McCaull-Dinsmore Co.

COMMISSION MERCHANTS
915-16-17 Chamber of Commerce
MINNEAPOLIS, MINN.
Duluth Milwaukee Omaha

WE SELL
FEED WHEAT MILLING
The Scroggins Grain Co.
MINNEAPOLIS

CHAS. E. LEWIS & CO. Grain and Stock Brokers

Minneapolis St. Paul Duluth Winnipeg
MEMBERS NEW YORK STOCK EXCHANGE
and all Grain Exchanges

BANNER GRAIN CO.

GRAIN MERCHANTS
Consignments Solicited
MINNEAPOLIS and DULUTH

SHEFFIELD ELEVATOR COMPANY MINNEAPOLIS

GRAIN SHIPPERS
Ask for Samples of Milling Wheat, Feed and
Milling Barley
WIRE FOR QUOTATIONS

Cereal Grading Co.

W. T. FRASER, Vice Pres. & Mgr.
GRAIN MERCHANTS
20 Years Experience in assembling and
distributing Choice Rye for milling
and distilling trade. Largest Rye
handlers in the West. Also shippers of
Choice Milling Wheat, Oats,
Barley and Screenings.
Operating Elevator L.
612 Chamber of Commerce
MINNEAPOLIS, MINN.

Ask for Our Prices
on
MINNEAPOLIS DULUTH SIOUX CITY
GODFREY-BLANCHARD COMPANY
MILWAUKEE SIOUX FALLS
WE
LOOK AFTER THE INTERESTS OF COUNTRY
SHIPPERS AND CONSUMERS

CORN -- OATS -- BARLEY -- RYE
For Prompt Shipment in any
Quantity
The VAN DUSEN
HARRINGTON CO.
MINNEAPOLIS DULUTH

A PARTNER HELP or a POSITION,

can be obtained quickly by plac-
ing an ad. in the "Wanted" col-
umns of the Grain Dealers Jour-
nal of Chicago. It is the grain
trade's accepted medium for
"wanted" and "for sale" ads.

WE SOLICIT
YOUR CONSIGNMENTS

STRICTLY
GRAIN COMMISSION

H. L. HANKINSON & CO.

MILWAUKEE

MINNEAPOLIS

DULUTH

WOODWARD-NEWHOUSE CO. Grain Commission
Minneapolis, Minn.

MARFIELD GRAIN CO.

Receivers and Shippers

J. M. Davies
CO.
GRAIN COMMISSION
MINNEAPOLIS DULUTH

Shipping Notices Duplicating

are designed for use by country grain shippers in advising receivers of shipments, giving complete information regarding each car. The carbon copy remaining in the book gives shippers a ready reference for each load.

The form shows the grade, kind and weight of grain loaded into car—initials and number, with seal numbers, at.....station, on.....date; billed shipper's order notify.....draft for \$.....made thru.....bank of.....to apply on sale of.....bushels made.....

Printed on white bond originals, perforated so they may be easily removed without tearing, and yellow manila duplicates. Bound in books of 50 sets with heavy hinged pressboard top and binders board bottoms, size 5½x8½ inches and supplied with two sheets of carbon. Order form No. 3 S. N. Price 75c. Send all orders to

GRAIN DEALERS JOURNAL,

315 So. La Salle St., Chicago, Ill.

Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal

Your Elevator's Wants Are Supplied in These Columns

BUFFALO

Armour Grain Co.,
Grain Merchants.

Berend J. Burns,
Grain and Feed.

Burns Grain Co.,
Grain Commission.

Churchill Grain & Seed Co., The
Receivers and Shippers.

Doorty Ellsworth Co., Inc.
Receivers and Forwarders.

Electric Grain Elevator Co., The
Consignments.

Gee-Lewis Grain Co.,
Fast and Intelligent Service on Grain Con-
signments.

Globe Elevator Co.,
Receivers and Shippers.

Harold, A. W.,
Grain—Barley a Specialty.

Kennedy & Co., Chas.,
Grain Merchants—Wheat a Specialty.

McConnell Grain Corporation
Commission Merchants.

Pratt & Co.,
Receivers and Shippers.

Seymour Grain Co.,
Consignments.

Howard J. Smith
Consignments.

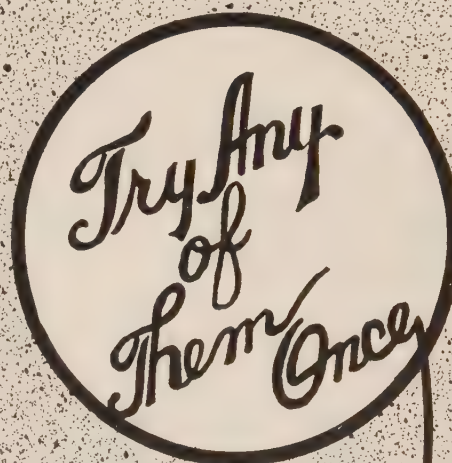
Taylor & Bournique Co.,
Grain Merchants.

The Townsend-Ward Co.,
Grain Merchandising and Consignments.

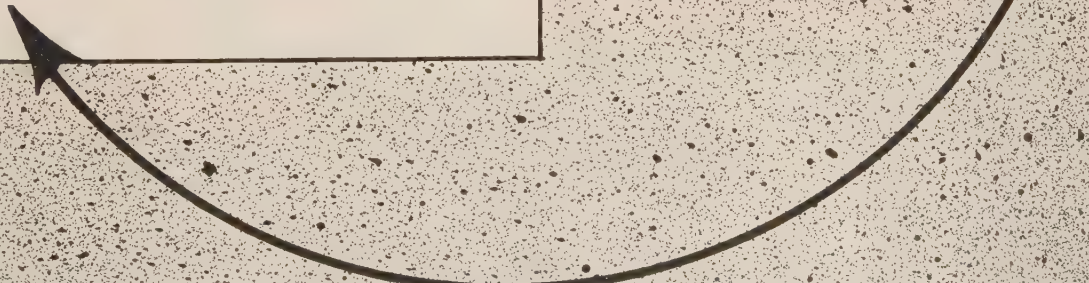
Urmston Grain Co.
Grain Commission.

Whitney & Gibson,
Consignments. Our Specialty, Wheat.

**The Great Interi-
or Market of the
East**



**Offers A Steady
Demand**



Board of Trade
Members

CHICAGO

Board of Trade
Members**C. H. Thayer & Co.**

Established 1892

Receivers and ShippersWheat, Barley, Oats, Corn, Rye,
Milo, Kaffir, Seeds, Mill Feeds**Rookery Building
CHICAGO, ILL.**Board of Trade, MILWAUKEE, WIS.
Future Orders Carefully Executed**E. W. BAILEY & CO.**
Commission MerchantsReceivers and Shippers of
GRAIN, SEEDS, PROVISIONS
72 Board of Trade, CHICAGO**MOSES ROTHSCHILD CO.**"AGAIN IN THE GAME"
RECEIVERS AND SHIPPERSOur Thirty Years experience should be of assistance to you in marketing this year's crop of grain.
Try us—we are excellently equipped to sell your "To Arrive" or Consigned Grain.

Room 81, Bd. of Trade, CHICAGO

JOHN E. BRENNAN & CO. GRAIN and SEEDS
COMMISSION MERCHANTS CHICAGOGood Execution Keeps Customers
Keeping Customers is Our Business**W. G. PRESS & CO.**

GRAIN, PROVISIONS, STOCKS

175 W. Jackson Blvd. CHICAGO

Write for Daily Market Report,
Mailed Free.39 Years Active Members Chicago
Board of Trade

Members Chicago Board of Trade

Hitch & Carder

Commission Merchants

605 Insurance Exchange Bldg. - Chicago
Tel. Wabash 6584**E. LOWITZ & CO.**

Grain and Commission Merchant

Cash Grain Department
The Rookery CHICAGO**BARTLETT FRAZIER CO.** GRAIN MERCHANTS
Western Union Bldg.
CHICAGOPHILIP H. SCHIFFLIN
PresidentEUGENE SCHIFFLIN
Sec'y and Treas.**Philip H. Schifflin & Co.**

(INCORPORATED)

Commission Merchants

GRAIN, SEEDS and PROVISIONS

515-518 Postal Telegraph Bldg.,
Tel. Harrison 833 CHICAGO, ILL.

W. P. Anderson

Pres.-Treas.

C. H. Gibson

Vice-Pres.

Geo. H. Tanner,

Secretary

W. P. ANDERSON & CO.

RECEIVERS

GRAINCONSIGNMENTS AND HEDGING
ORDERS SOLICITED
327 S. La Salle St.
CHICAGOJ. Herbert Ware
Edward F. Leland**CONSIGN**your Grain and Seeds, and
send your orders for **GRAIN,**
PROVISIONS and **STOCKS** to**Ware & Leland**

160 WEST JACKSON BLVD.

Royal Insurance Bldg., CHICAGO

Long Distance Phones
Wabash 3262Wm. Simons
PresidentConsignments
Solicited.
We place
grain to
arrive.Geo. L. Stebbins
Secretary
S. E. Squires
Treasurer**Sawers Grain Co.**
GRAIN MERCHANTS
CHICAGO
TELEPHONE, HARRISON 1504Warren T. McCray
Vice-PresidentFuture
orders
given
personal
attention.Representatives
Edgar E. Rice
W. A. Werner
Earl M. Davis
John M. DeBolt**Hales & Edwards Co.****Grain Merchants**Manufacturers of all kinds
of feeds.

CHICAGO, ILL.

RUMSEY & COMPANY
RECEIVERS OF
RESPONSIBILITY &
CHICAGO
CONSIGNMENTS
CONSERVATISM
CHICAGO

Board of Trade
Members

CHICAGO

Board of Trade
Members

FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO

J. H. DOLE & COMPANY

RECEIVERS AND COMMISSION MERCHANTS

226 South La Salle Street

CHICAGO, ILL.



SHIP US THAT NEXT CAR

J. C. SHAFFER & CO.
Grain Merchants
234 So. La Salle Street
Chicago, Ill.

BARLEY

Two Rowed and
Heavy White
Barley Wanted

Send Samples

**THE QUAKER OATS
COMPANY**
Grain Department
CHICAGO

F. S. LEWIS & CO.
GRAIN AND PROVISIONS
Correspondence Invited
50 Board of Trade CHICAGO

Henry H. Freeman & Co.
COMMISSION MERCHANTS
GRAIN HAY STRAW
66 BOARD OF TRADE, CHICAGO

CONSIGN YOUR GRAIN TO

ReQua Brothers

for Best Sales and Prompt Returns

All Our Grain Handled by Our Own Experts

W. M. TIMBERLAKE, Mgr. Grain Dept.

85 and 86 Board of Trade

CHICAGO, U. S. A.

Corn
Oats
Wheat

Barley
Rye
Seeds

J. S. BACHE & CO.
Grain Commission
Merchants
108 South La Salle Street
CHICAGO, ILL.

W. A. LAMSON H. H. LOBDELL L. F. GATES
LAMSON BROS. & CO.
GRAIN
1874 COMMISSION 1920
MERCHANTS
Over Forty Years of Service
in the Grain Trade
HOME OFFICE
6 Board of Trade CHICAGO

ARMOUR GRAIN COMPANY
GRAIN MERCHANTS
Manufacturers of
ARMOUR'S STOCK AND DAIRY FEEDS AND CEREAL PRODUCTS
208 So. La Salle Street, Chicago, Ill.

ROSENBAUM BROTHERS
SOLICIT YOUR CONSIGNMENTS OF GRAIN AND SEEDS
ALSO HEDGING ORDERS
77 Board of Trade Chicago, Illinois

Northern Grain & Warehouse Co.
Grain Merchants
538 Postal Bldg. CHICAGO

HARRY A. ZWEIG & CO.
305 South La Salle Street
CASH GRAIN ONLY
Consignments—Sales to Arrive

Harris, Winthrop & Co.
15 Wall Street, New York
The Rookery, Chicago
GRAIN COMMISSION

MEMBERS
New York Stock Ex. New York Cotton Ex.
New York Prod. Ex. Chicago Stock Ex.
New York Coffee Ex. Chicago Bd. of T.
Winnipeg Grain Ex. Kansas City Bd. of T.
Minneapolis Chamber of Commerce

Use Universal Grain Code and Reduce Your Tolls

Board of Trade
Members

CHICAGO

Board of Trade
Members**GERSTENBERG & CO.**COMMISSION MERCHANTS
GRAIN and SEEDS

Barley a Specialty

Personal attention given
Sample Orders315 So. La Salle St. CHICAGO
Traveling Representatives:
Ray Gerstenberg Jack DeCoursey
Branch Office:
FT. DODGE, IOWA. A. J. MOORE, Mgr.**D. ROTHSCHILD CO.**

Receivers and Shippers

Solicit your sales of TO ARRIVE
and CONsigned Grain, with the
assurance that you shall receive
reliable and efficient service.

TRY US

WEBSTER BUILDING CHICAGO

W. H. PERRINE & CO.
GRAIN MERCHANTS915-916 Postal Telegraph Building
CHICAGO**H. M. PAYNTER**

With Rogers Grain Co.

GRAIN COMMISSION
Correspondence Solicited

441 Postal Telegraph Building, CHICAGO

Upon readers patronage of its
advertisers depends the success of
the *Grain Dealers Journal* work.
Will you mention it?**THE UPDIKE GRAIN COMPANY***"The Reliable Consignment House"*

CHICAGO OMAHA MILWAUKEE SIOUX CITY

Speaking of a Commission Firm—

The Unfailing Choice of Men
of Good Judgment Is Usually**Bridge & Leonard**

Chicago

Chicago Grain & Salvage Co.
DEALERS IN**SALVAGE GRAIN**

GRAIN, FEEDS, Etc.

WRITE OR WIRE

930 Postal Telegraph Bldg. CHICAGO

CARHART CODE HARWOOD CO.**Grain Commission**Board of Trade
CHICAGOChamber of Commerce
PEORIA**"DOMINO FEEDS"**We buy at all times
CORN—OATS—BARLEY
BUCKWHEAT—MILO
CHICKENWHEAT
MILL FEEDS

Ask Us for Bids—Make Offers

NOWAK MILLING CORP.

HAMMOND, IND.

Just outside of Chicago but within
Chicago switching territory.**WANT ADS**in the GRAIN DEALERS JOURNAL make wants known to
everyone connected with the grain trade. If you desire to
buy or rent, sell or lease an elevator or anything used by grain
dealers, try a JOURNAL want ad twice a month and your
want will soon be satisfied.**THE CORN EXCHANGE NATIONAL BANK
OF CHICAGO**CAPITAL \$ 5,000,000.00
SURPLUS AND PROFITS 10,000,000.00**OFFICERS**ERNEST A. HAMILL, President
CHARLES L. HUTCHINSON, Vice-President
D. A. MOULTON, Vice-President
J. EDWARD MAASS, Vice-President
OWEN T. REEVES, Jr., Vice-President
NORMAN J. FORD, Vice-PresidentJAMES G. WAKEFIELD, Cashier
LEWIS E. GARY, Ass't Cashier
EDWARD F. SCHOENECK, Ass't Cashier
JAMES A. WALKER, Ass't Cashier
CHARLES NOVAK, Ass't Cashier
JOSEPH C. ROVENSKY, Ass't Cashier**DIRECTORS**WATSON F. BLAIR
CHAUNCEY B. BORLAND
EDWARD B. BUTLER
BENJAMIN CARPENTER
CLYDE M. CARR
EARNEST A. HAMILL
CHARLES H. HULBURDCHARLES L. HUTCHINSON
MARTIN A. RYERSON
J. HARRY SELZ
EDWARD A. SHEDD
ROBERT J. THORNE
CHARLES H. WACKER
HENRY P. CROWELL
EDMUND D. HULBERT

FOREIGN EXCHANGE—LETTERS OF CREDIT—CABLE TRANSFERS

ACCOUNTS OF GRAIN MERCHANTS INVITED

PITTSBURGH—It's Different

This market, each year, is more and more of a factor in the handling of grain and hay. Right now it ranks with the leaders.

Fully equipped with every facility for prompt and efficient handling of your grain, it does its utmost to deserve your confidence.

Railway connections give Pittsburgh a decided advantage. Centrally located and a railroad center. No wonder Pittsburgh is at the front.

Quick returns. All Pittsburgh has a hustling reputation, and its Grain Exchange members are no exception.

Long years of experience in the handling of grain and hay makes the Pittsburgh market particularly desirable.

The Grain Exchange members listed below offer to share with you the benefits of Pittsburgh and good business.

Harper Grain Co.
R. D. Elwood & Co.
C. A. Foster Co.
Geidel & Leubin
W. F. Heck & Co.
Young & Fischer

Herb Bros. & Martin
R. S. McCague, Ltd.
J. W. Smith & Co.
Taylor & Bournique Co.
Samuel Walton Co.
Daniel McCaffrey Sons

Bill it to Pittsburgh

Board of Trade
Members

CAIRO

Board of Trade
Members

CORN

Halliday Elevator Company
GRAIN DEALERS
CAIRO, ILL.

OATS

MAGEE-LYNCH GRAIN CO. Request daily card bids
CAIRO, ILL. Sell or Consign Us

Use Universal Grain Code and Reduce Your Tolls

Board of Trade
Members**PEORIA**Board of Trade
Members

Consign Your
WHEAT - CORN - OATS
TO
J. A. McCREERY & SON
PEORIA
"The Top of the Market for You"

Turner-Hudnut Company
Receivers **GRAIN** Shippers
42-47 Board of Trade

BUCKLEY & COMPANY
Commission Merchants
GRAIN AND SEEDS
10 Chamber of Commerce PEORIA, ILL.

HARWOOD-YOUNG CO.
House of "H-Y" Service
Board of Trade Peoria, Ill.

G. C. McFADDEN & CO.
Merchandisers of Grain
Shippers of Corn and Oats
Members Chicago Board of Trade PEORIA, ILL.

Consign your Grain to
WARREN COM. CO.
If you prefer to sell to arrive
wire or 'phone for bids.

MUELLER GRAIN COMPANY
Receivers and Shippers
GRAIN
Consignments Solicited. Track Bids Made on Request
Room 39 Chamber of Commerce, Peoria, Ill.

Geo. L. Bowman & Co.
GRAIN COMMISSION
24 Board of Trade PEORIA, ILL.

Peoria offers a strong outlet for
NEW CORN
W. W. DEWEY & SONS
COMMISSION MERCHANTS
26 CHAMBER OF COMMERCE, PEORIA, ILL.

Trade restrictions are temporary. Your
invested capital in good will and trade
demand is permanent, providing you keep
up your advertising in
The Grain Dealers Journal

MEMBERS OF
Peoria Board of Trade, Chicago Board of
Trade, St. Louis Merchants'
Exchange
S. C. BARTLETT CO.
Established 1870
GRAIN COMMISSION MERCHANTS
16 & 29 Chamber of Commerce, Peoria, Ill.

A Kansas dealer, who advertised
his elevator for sale in the Journal, at
a stipulated price, received so many
replies from prospective buyers he
decided to keep it.

RECEIVERS, SHIPPERS AND BROKERS

Cedar Rapids Grain Co.
RECEIVERS and SHIPPERS
CEDAR RAPIDS, IOWA

FEED MIXERS
Alfalfa Meal Reground Oat Feed
Telegraph collect for delivered prices.
E. P. MUELLER
5 N. La Salle St. Chicago, Ill.

L. E. SLICK
..Grain..
Call us for track bids
Consignments Solicited
Peoria -- Illinois -- Bloomington

JAQUITH, PARKER, SMITH & CO.
708 Cham. of Com., BOSTON, MASS.
We buy all kinds of Grain and Mill
Feed, Sample Feed Wheat, Barley,
Milo, Kaffir Corn, etc., for
NEW ENGLAND AND EASTERN TRADE
Send Samples—Write Us

Paul Kuhn & Co.
Receivers and Shippers
GRAIN
Terre Haute and Evansville, Ind.

E. I. BAILEY
CLEVELAND, OHIO
Receiver and Shipper of
Corn, Oats, Mill Feed
Ask for Prices

Established 28 Years
H. M. STRAUSS & COMPANY
Receivers and Shippers
HAY and GRAIN
Garfield Bldg. CLEVELAND

KANSAS NATURAL
MILLING
WHEAT
Hard or Soft
Direct from Country Points—via any road
WIRE US FOR PRICES
EMPORIA ELEV. & FEEDING CO.
Grain Department
Resources \$200,000.00 EMPORIA, KAN.

CONSIGN
WHEAT - CORN - OATS
—TO—
DUMONT, ROBERTS & CO.
301-2 Cham. of Com., DETROIT
"The top o' the market to you."

MATTHEW D. BENZAQUIN
GRAIN AND FEED
Brokerage and Commission
DOMESTIC and EXPORT
505 Chamber of Commerce, Boston, Mass.

EVERY time you boost the JOURNAL you encourage and
help us to make it better.

Produce Exchange
Members

TOLEDO

Produce Exchange
Members



JOHN WICKENHISER & CO. Wholesale Grain Dealers TOLEDO, OHIO

We make track bids and quote delivered prices.
Solicit Consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago
Board of Trade.

Clover Seed

International Game, played in Toledo, Ohio.
Providence does dealing. When "Seedy" favor
C. A. KING & CO.
Like Billy Sunday, they deal in cash and futures

S. L. Rice Geo. D. Woodman

RICE GRAIN CO. TOLEDO, OHIO

Milling Wheat Cash Grain
Mill Feeds

Consignments Futures

H. W. DeVORE & CO.

Our Aim To Serve

Toledo Chicago

TOLEDO
J.F. **ZAHM** & Co.
HERE SINCE '79

We have no grain of our own to
sell so can give your shipments our
undivided attention.

**WHEAT—CORN
OATS—RYE—SEED**

Why not Consign—All the Time?

WUD U SELL OUT?

Then read the advertisements in the "Elevators Wanted" col-
umn of the Grain Dealers Journal, or better still, advertise
your property in the "Elevators For Sale" columns of the
Grain Dealers Journal, and get your own price for it.

Grain Dealers Journal, La Salle St., Chicago

RECEIVERS, SHIPPERS AND BROKERS

PERIN BROS. CINCINNATI OHIO WANT CORN

H. C. CARSON & CO.
WHEAT—CORN—OATS—RYE—BEANS
1548 Penobscot Bldg., DETROIT
"CONSIGN TO CARSON"

The Fort Worth Elevators Company

FORT WORTH, TEXAS
GRAIN, FEEDS, FIELD SEEDS AND PUBLIC STORAGE
KAFFIR, MILO MAIZE FETERITA
Wire or Write Us to Sell or Buy

Stockbridge Elevator Co.
Wanted good sound Ear Corn
Phone or wire your offering
JACKSON MICHIGAN

CUBA

WE CAN SELL YOUR

CORN, OATS
and OTHER GRAINS
advantageously through-
out the Island of Cuba.

VALLE, DUPEIRE Y CIA
Teniente Rey 11 HABANA, CUBA

ARON & DESTEFANIS

Brokers on the

Buenos Aires Future Market

Wheat Maize Linseed Oats

Buenos Aires, Sarmiento 385

Cable Address: "Arondes"

Record of C. N. D. QUOTATIONS

Quotation Record, Form 97A, is formed
of sheets of bond paper ruled to facilitate
the recording of daily market prices of
different options.

Each sheet is headed "Board of Trade
Quotations for Week Commencing Monday
.....19.." Columns are provided for 4
Wheat Options, 4 Corn and 4 Oats; have
spaces for the market hourly and at close.
Closing prices for previous week are listed
at top.

Sixty sheets, 9½x9½ inches, are well
bound in book form—a year's supply.
Price 90 cents.

GRAIN DEALERS JOURNAL
305 S. La Salle Street Chicago, Illinois

Solicit inquiries for Natural and Kiln
Dried Corn, Country White Oats

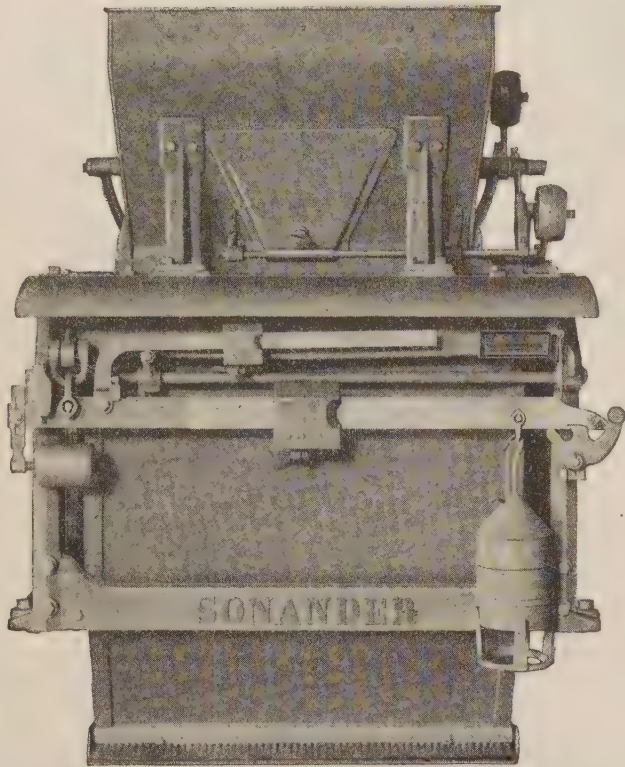
E. A. GRUBBS GRAIN CO.
Greenville, Ohio

S. J. BROWN

Grain Broker, Spokane, Wash.
Accounts from reputable grain
firms solicited.

If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal

Weigh Accurately



The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

Howe-Sonander Automatic Scale

When buying a scale be sure to inquire and investigate this scale. Its simplicity and accuracy will suit your every purpose, and save money for you. Any of the offices below will be glad to give you complete information. Address the one nearest you.

Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.
ST. LOUIS, MO., 512-514 St. Charles St.
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.
For Washington, Oregon and Idaho Business, Address
Pacific Scale & Supply Co., Wm. Schweizerhof, Mgr., 46 Front St.,
PORTLAND, ORE., or 546 1st Ave. So., SEATTLE, WASH.

OUR MOTTO for over twenty-five years has been **SAFETY FIRST.**

During these years we have equipped thousands of elevators with dust collecting systems to



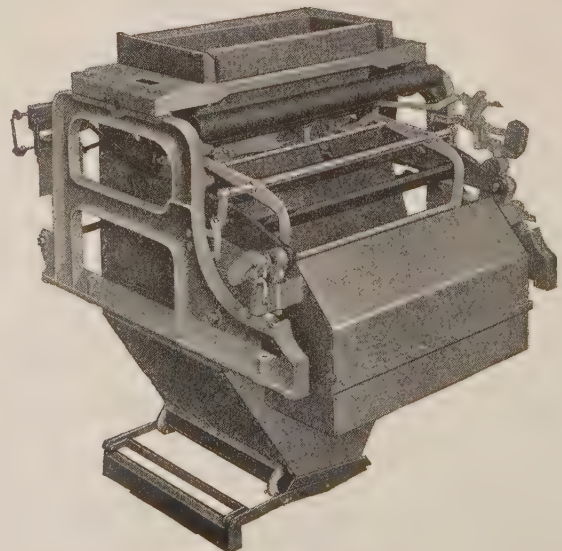
prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

FOR CATALOGUE, WRITE

THE DAY COMPANY
Minneapolis, Minn.

Let **SOME OTHER** Grain Dealer experiment with **SOME OTHER** Automatic Scale. **YOU** profit by **HIS** experience and **BUY** a **NEW RICHARDSON.** Most of the experienced buyers "figger" only with The Richardson Company when they are buying Automatics. The **NEW RICHARDSON** is the **ONLY FULL AUTOMATIC—SELF OPERATING.**



Approved- FOR THE MILLING INDUSTRY

The Millers Mutual Fire Insurance Companies, through the Mutual Fire Prevention Bureau of Oxford, Mich., have APPROVED the use of NATIONAL RENEWABLE FUSES for flour mills and grain elevators.

Until now, these plants could not use any renewable fuses, as they were considered unsafe.

CANNOT BE OVERLOADED

Only one element at a time can be used in the NATIONAL RENEWABLE FUSE. Use NATIONAL RENEWABLE FUSES for simplicity, security and saving.

Powder packed renewable cartridge confines and smothers the fierce heat of the arc when the fuse blows.

Rating stamped in the metal on the "tell tale" indicator, which keeps the rating constantly in view. Send coupon for full information and prices.

The NATIONAL Renewable FUSE

FEDERAL ELECTRIC COMPANY

Representing Federal Sign System (Electric)

LAKE AND DESPLAINES STREETS, CHICAGO

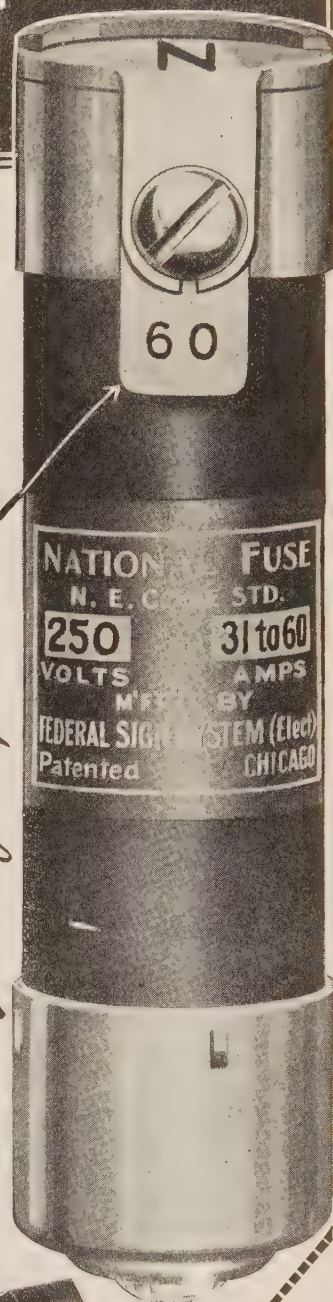
91 New Montgomery Street
SAN FRANCISCO, CAL.

627-649 West 43rd Street
NEW YORK, N. Y.

Branches in all large cities

We make a complete line of renewable fuses, both 250 and 600 volts, up to and including 600 amperes.

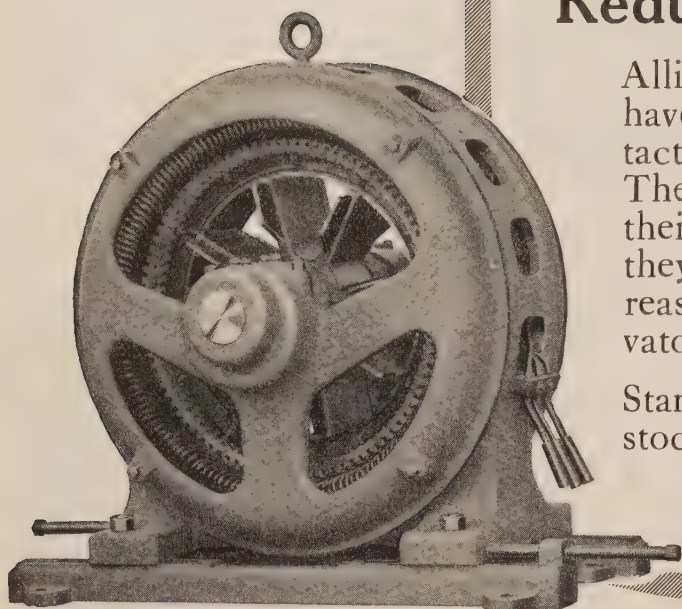
Rating always in plain view



Only
Three
Parts

Send
Coupon
Now

FEDERAL ELECTRIC COMPANY, Representing
Federal Sign System (Electric) Lake and Desplaines Sts. Chicago
Please send full information and prices of National Renewable Fuses
Name _____
Address _____
Company _____
Dealer's Name and Address _____
(GMI 1)



Reducing the Fire Risk

Allis-Chalmers Type "AN" motors have no brushes or other sliding contacts and are entirely free from sparking. Their simple and rugged construction, their reliability and the ease with which they can be operated are additional reasons for their extensive use in elevators and mills of all sizes.

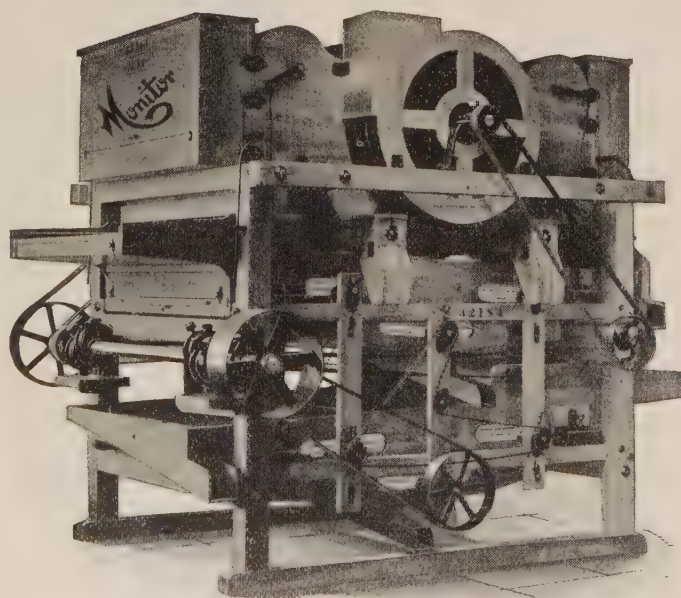
Standard ratings can be shipped from stock.

Send for Bulletin 1087-B

ALLIS-CHALMERS

MILWAUKEE, WIS. U. S. A.

Cleans to 98% Pure



This is a Modest Statement of the
Regular Performance of the

Monitor

DOUBLE STYLE A
Flaxseed
Separator

Does it pay to use it?
"I'll say it does"

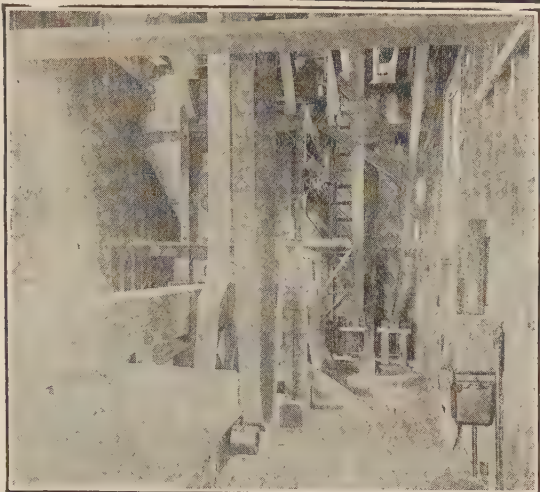
say its users.

Another
Two-in-One
Proposition

Canadian Plant:
HUNTLEY MFG. CO., Ltd.
TILSONBURG, ONT.

HUNTLEY MFG. CO.,

Silver Creek, N. Y.



15 H.P. Westinghouse Motor Driving 2 Separators, 2 Elevators and a Conveyor.

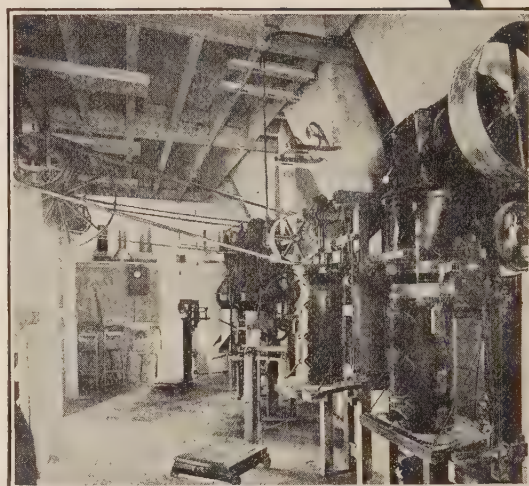
Electric Drive in the Flour Industry Has Helped Others--and Is Ready to Help You

Most flour mills and grain elevators are today using electric drive.

Electricity is helping to increase production, lower maintenance costs and reduce fire risks. It eliminates unnecessary worry about production and makes possible the working out of small details and economies unthought of where steam drive is used.

WESTINGHOUSE type "CS" motors are built to produce maximum efficiency. They are compact in design, sparkless in operation and their wearing parts cannot be damaged by dust, thus making them a most desirable drive for flour mills.

Westinghouse electric motor drive is helping others in your industry and is ready to help you.



View Showing 2 Flour and 2 Wheat Packers Driven by a Westinghouse Motor.



Two 6 Monitor Scourers and a Grinder Driven by a 40 H.P. Westinghouse Motor.

Westinghouse Electric & Manufacturing Co.

East Pittsburgh, Pa.

Sales Offices in All Large American Cities



Westinghouse

Fire Proof Roofing Siding and Awnings



"Milcor" Sheet Metal Roofing

"Milcor" sheet metal roofing adjusts itself to expansion and contraction due to heat or cold. Made particularly for Grain Elevators, Mills and high buildings of similar character. Single or double curved awnings from 24 to 48 gauge—galvanized or painted.

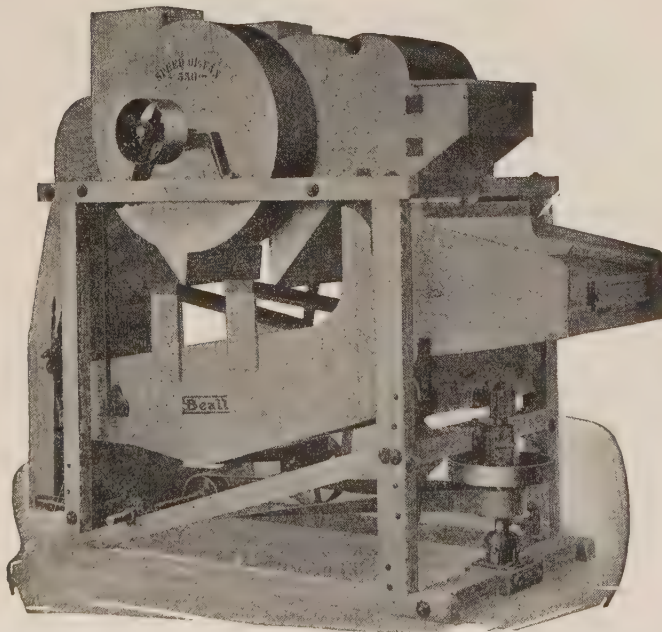
Milwaukee Corrugating Co.
Milwaukee, Wis.

Branch at
Kansas City, Mo.

Minneapolis Sales Agency
929 Lumber Exchange



The Beall Grain Separator

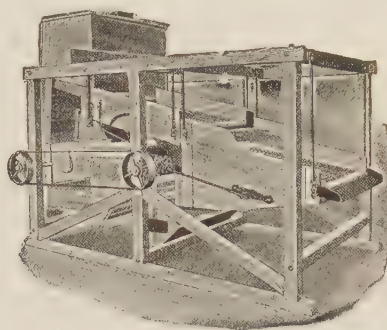


A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.

Beall
THE MARK OF QUALITY

The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.

Beall Improvements Co., Decatur, Ill.



It's Not Too Early To Start Checking Up Your Elevator Equipment

If it is your Corn Rolls that need to be ground and recorrugated, send them to us; we are prepared to give you Quick Service and a job you'll be proud of. Our large roll grinding plant, under supervision of experts, is the most efficient plant in the central west.

If it is a breakdown, and you need the necessary new parts quickly, wire us and we will have it on the way to you in a very short time. We give orders of this nature special attention.

Probably you need some new Elevator Heads, Boots, Cups, etc. We carry in stock, ready for prompt shipment, a very large supply of Elevator and Feed Mill Supplies, also a full line of Corn Shellers and Cleaners, Separators, Feed Mills, etc. We are in position to give you quick service on all orders, large or small.

The Old Reliable Barnard-Moline line has been in use now 60 years. It is today giving thousands of Elevator Operators throughout the country complete satisfaction.

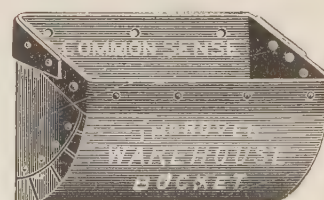
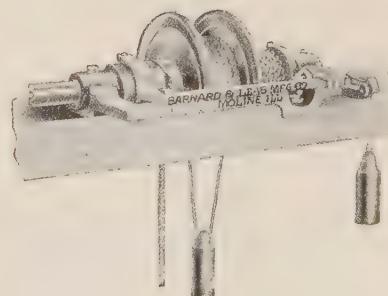
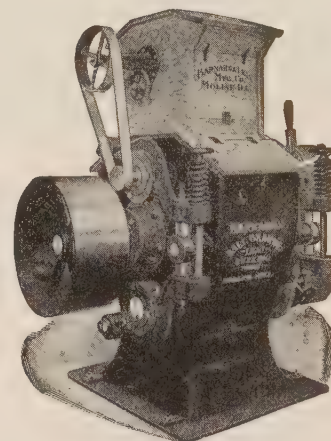
Write for Special Elevator Equipment
Catalog No. B-38

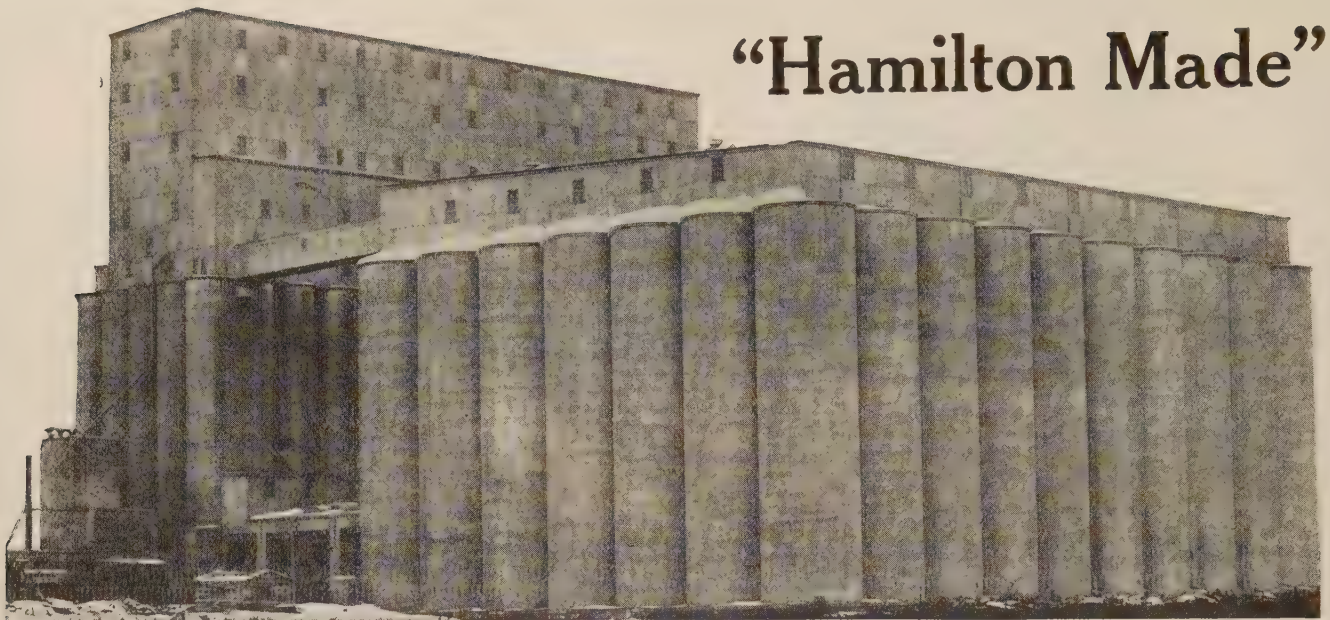
BARNARD & LEAS MFG. CO.

MILL BUILDERS AND

MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





"Hamilton Made"

VITALITY OF CONVEYOR BELTS

In large terminal elevators the conveyor belt is the most important factor for success. To be successful it must have vitality. The "Hamilton Made" belt is the result of every precaution in the handling of rubber from the tree to your plant.

There are two standard brands: INVINCIBLE for Cleaners, Shellers, Clippers, Separators, Feed Mills, Car Pullers, Engine and Motor Drives. LAKEWOOD for Legs and Conveyors. We also make and sell Rubber Hose, Rubber Door Mats and Rubber Packing.

Write for particulars

HAMILTON RUBBER MFG. CO., 218 No. Wells Street, Chicago, Ill.

FACTORIES: Trenton, N. J.

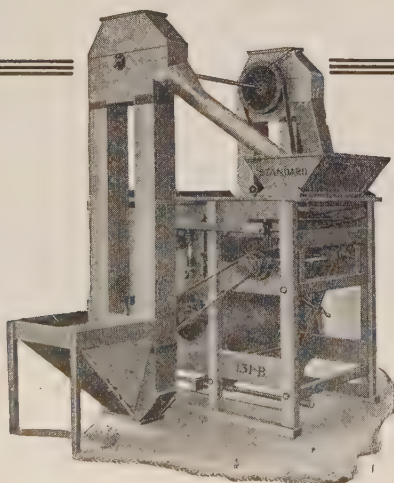
BRANCHES: New York and Philadelphia

The Progressive Grain Dealer is interested in the cleaner that will effectually do his work with the least trouble and expense. In the

STANDARD

you have embodied simplicity, economy and completeness. Write for our catalogue giving full particulars.

The International Mfg. Company
CRESTLINE, OHIO



WHAT DO YOU NEED

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

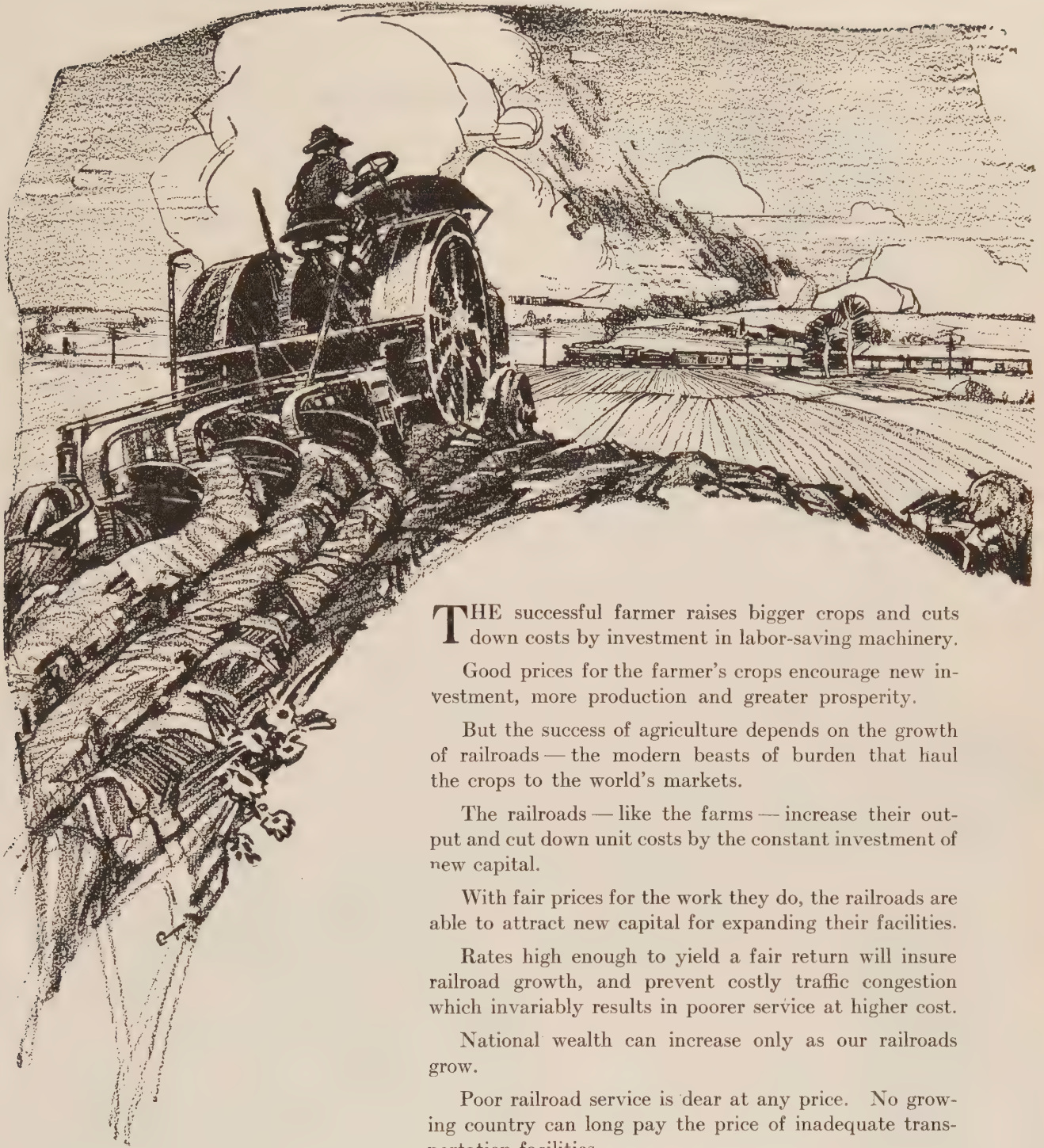
Account Books
Attrition Mill
Bags and Burlap
Bearings { Ball
 { Roller
Belting
Boots
Buckets
Car Liners
Car Loader
Car Mover
Car Puller
Car Seals
Cleaner
Clover Huller
Conveying Machinery
Distributor
Dump
Dump Controller
Dust Collector
Elevator Leg
Elevator Paint
Feed Mill
Fire Barrels
Grain Driers
Grain Tables
Gravity Cleaner
or anything used in a grain elevator.

Lightning Rods
Manlift
Moisture Testers
Oat Bleachers
Oat Clipper
Painting or Repairing
Portable Elevator
Power { Gas Engine
 { Kerosene Engine
 { Motors
Power Shovel
Rolls for Cracking Corn
Sample Envelopes
Scales
Scarifying Machine
Self Contained Flour Mill
Separator
Sheller
Sieves
Sliding-Roofing { Asbestos
 { Steel
Silent Chain Drive
Spouting
Storage Tanks
Testing Apparatus
Transmission Machinery
Transmission Rope

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago



Out of accumulated capital have arisen all the successes of industry and applied science, all the comforts and ameliorations of the common lot. Upon it the world must depend for the process of reconstruction in which all have to share.

—JAMES J. HILL

THE successful farmer raises bigger crops and cuts down costs by investment in labor-saving machinery.

Good prices for the farmer's crops encourage new investment, more production and greater prosperity.

But the success of agriculture depends on the growth of railroads—the modern beasts of burden that haul the crops to the world's markets.

The railroads—like the farms—increase their output and cut down unit costs by the constant investment of new capital.

With fair prices for the work they do, the railroads are able to attract new capital for expanding their facilities.

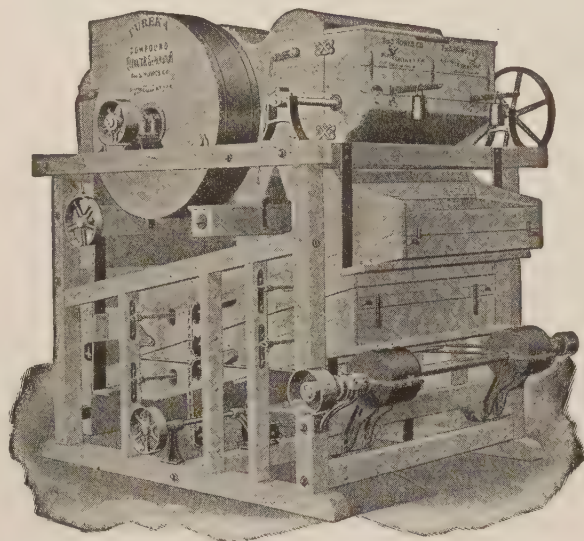
Rates high enough to yield a fair return will insure railroad growth, and prevent costly traffic congestion which invariably results in poorer service at higher cost.

National wealth can increase only as our railroads grow.

Poor railroad service is dear at any price. No growing country can long pay the price of inadequate transportation facilities.

*This advertisement is published by the
Association of Railway Executives*

Those desiring information concerning the railroad situation may obtain literature by writing to The Association of Railway Executives, 61 Broadway, New York.



Ask someone who owns one

From a purely
"RESULTS-DELIVERED"
 standpoint no machine
 quite compares with the
"SERVICE-FULL"
"EUREKA"

It's a really-truly worth-more



GRAIN CLEANER



MAY WE SEND YOU COPY OF OUR NEW BOOK (No. 75)?

S. HOWES COMPANY, Inc.
 SILVER CREEK, N. Y.

REPRESENTATIVES:

William Watson, 415 Western Union Bldg., Chicago, Ill.
 J. E. Gambrill, 749 E. Church St., Marion, Ohio
 J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.
 F. E. Dorsey, 4015 Prospect Ave., Kansas City, Mo.
 Chas. A. Barnard, 415 Lewis Bldg., Portland, Ore.

MORE HUMPHREY SERVICE BELT ELEVATORS



than ever before are being installed all over the world.

SAVES--TIME--MEN--MONEY

A necessity in any mill or elevator with two or more floors. Quickly conveys men and sacks of grain or flour from one floor to another.

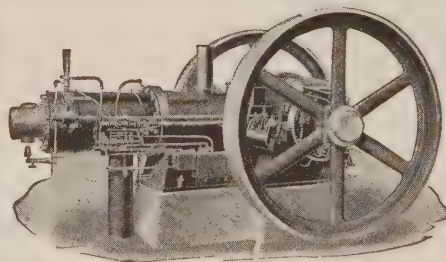
SPEEDS UP PRODUCTION, enabling your men to do more work in the same time without useless waste of energy.

Write for Bulletin D-5 giving detailed information why the "Humphrey Endless Belt Route" means bigger profits to the owner.

If not made by Humphrey Elevator Co. it is not a "Humphrey."

The original standard belt man lift for 30 years.

HUMPHREY ELEVATOR CO., Sole Manufacturer
 Fairbault, Minnesota



Real Power—

the kind that you can depend upon at all times is the kind of power you want. And you want this kind of power as cheap as you can get it. The MUNCIE OIL Engine for many years has been giving satisfactory service in hundreds of country elevators. It should be in yours. Here are a few

Reasons Why

Lower Fuel Cost	Steadier Power
Closer Regulation	Greater Reliability
No Shut-downs	Fewer Repairs
More Power	Lower Upkeep

Write for proof of facts.

MUNCIE OIL ENGINE CO.

518 JACKSON STREET

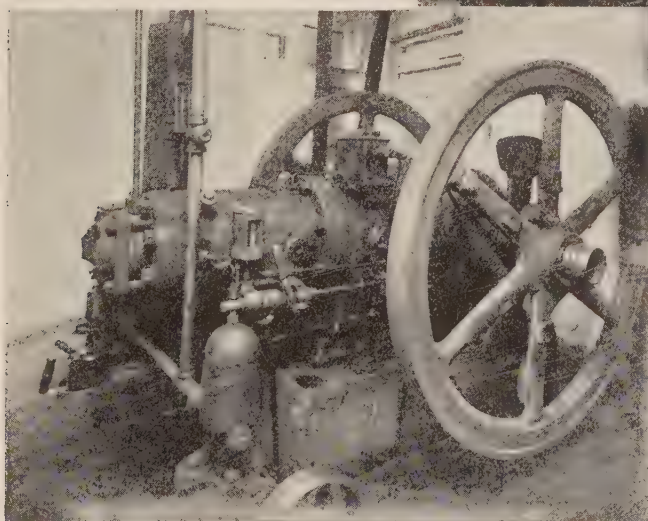
MUNCIE, IND.

The Stanford Elevator Now Gets Power From Low-Priced fuel Oils

by using a Fairbanks-Morse
20 H. P. "Y" Oil Engine.

"We consider it first class in all respects" says Wm. H. Springer, Manager of the Stanford Grain Company. "We only use about one-half as much coal oil as we did gasoline with other makes of engines, and have no bother with it in any way since installed."

"Y" oil engines—10 H. P. to 200 H. P. — give unfailing power from a wide variety of low priced fuel oils. Guaranteed by Fairbanks-Morse Quality.



Simple in construction — practically automatic in operation and regulation—no carburetors, valves, batteries, mixers, timers, igniters, magnetos, switches or spark plugs.

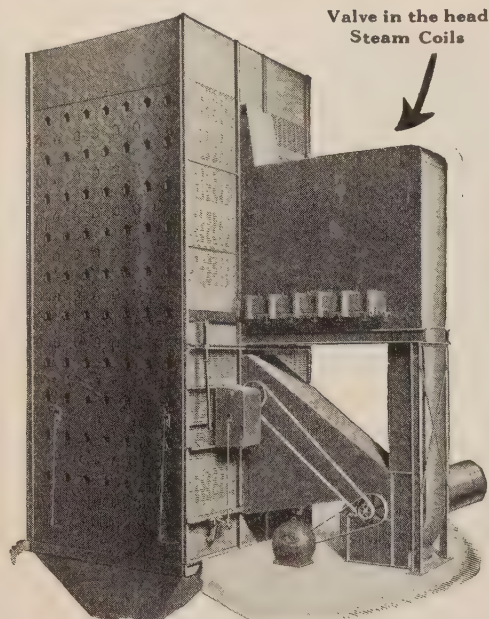
Special quick-starting device; air seal prevents oil from being blown out of bearings; positive lubrication; sensitive governor. No hot bulb—no water injection.

Fairbanks, Morse & Co.

MANUFACTURERS CHICAGO

Engines - Pumps - Motors - Hoists - Air Compressors - Fairbanks Scales - Sheffield Motor Cars - Stand pipes - Coalinḡ Stations - Etc.

MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED
BUY AN AUTOMATIC MORRIS**

You will use it every year.

AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of
Direct Heat Driers**

THE STRONG-SCOTT MFG. COMPANY

"Everything for Every Mill and Elevator"

GREAT FALLS

SPOKANE

MINNEAPOLIS

WINNIPEG

AS PIONEERS in the manufacture of rubber belting for elevating and conveying grain, we feel that we are in better position than other manufacturers to cater to the needs of grain elevator owners. The world's largest grain elevator, many of the larger terminal elevators and scores of country houses use our Elevator Belting. It is warranted to run perfectly smooth and true on pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

New York Belting & Packing Co.

91-93 Chambers Street
NEW YORK

124-126 W. Lake Street
CHICAGO, ILL.

2d Ave. N. and 3d Street
MINNEAPOLIS, MINN.

218-220 Chestnut Street
ST. LOUIS, MO.



Too Many Buyers

Read this letter received from
Cook Bros., Woodward, Iowa.

Grain Dealers Journal, Woodward, Iowa,
Chicago, Ill.

Gentlemen:—You may take out our two ads as we have received two checks for the mill and closed a deal for a motor, both results from the first issue of your Journal containing our ad.

Yours very truly,
COOK BROTHERS.

Here are the ads referred to

MACHINERY FOR SALE

FOR SALE—Three Roll Willford Mill in good condition; \$50.00 buys it. Cook Bros., Woodward, Iowa.

DYNAMOS AND MOTORS

We want a 7 to 10 Horse Direct Current 600 Volt, about 1000 Revolutions per minute, Electric Motor. Write Cook Bros., Woodward, Iowa.

This is only one of many instances where the "WANTED—FOR SALE" columns of the Grain Dealers Journal, Chicago, have proven to grain elevator owners the logical market place for Second-Hand Machinery.

These ads cost but 25c per type line each insertion.

Clark's Decimal Wheat Values

A Book of Tables for Instantly Finding the Cost of Any Number of Pounds of Wheat, Alfalfa Seed, Peas or Potatoes at Any Market Value Per Bushel.

These tables have recently been extended to give the exact value of any given weight of Wheat or other commodity weighing 60 lbs. per bushel at all prices—

From 50 Cents to \$2.39 Per Bushel

Such tables are indispensable for Wheat handlers as they save their cost in labor and time saved and errors prevented. This book should be on every Wheat handler's desk.

Each table is printed in two colors, red and black, and each group of figures is divided by suitable red rules to facilitate the calculation. No other book of tables will give you these values so quickly. They will save you many hours of needless figuring. Compact, convenient and dependable.

They are printed on Linen Ledger paper bound in vellum so they should last for years. Form 33X. Price \$2.75.

Order now and be prepared for this year's Big Crop

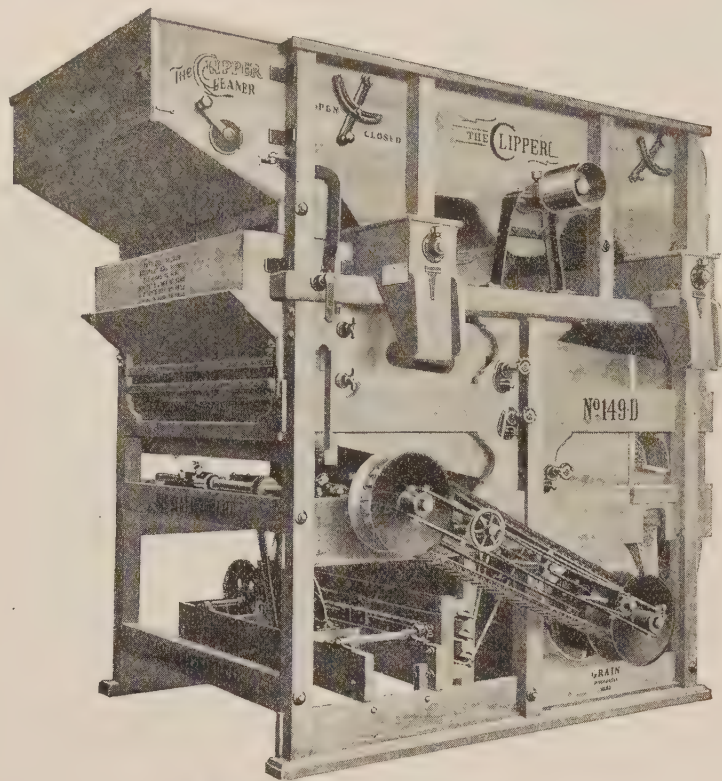
Address All Orders to the

Grain Dealers Journal

305 So. La Salle St.

Chicago, Ill.

The "CLIPPER" DOUBLE SUCTION GRAIN CLEANER



No other machine has as many wonderful TIME SAVING and LABOR SAVING devices as the Clipper Cleaners. Skilled labor is daily becoming more difficult to secure. Every move, every minute saved will enable you the more easily to take care of your business.

The Variable Air Regulator enables you to secure any desired degree of air blast without any annoying changes of pulleys or shifting of belts. A simple turn of the wheel does the trick.

Our Double Screen System permits the oats screen and the wheat screen to be left constantly in the shoe. The grain is shifted by means of a gate onto the screen it is desired to use.

Our Traveling Brush System keeps the screens from clogging and the machine working at its highest efficiency ALL THE TIME.

Ball Bearings on Exhaust Fans reduce friction, eliminate hot bearings and save power.

The yearly balance sheet of the user of Clipper Cleaners shows that it pays to have the best that can be procured in the line of grain or seed cleaning machinery.

Write for catalog

A. T. FERRELL & CO.

Saginaw, W. S., Mich.



HOW MANY TRIPS

to the top of your elevator do you make in the course of a year? Make an estimate, and then figure the amount of time and energy you are wasting if your house is not fitted with an easily and cheaply operated manlift.

The CONSTANT SAFETY MANLIFT

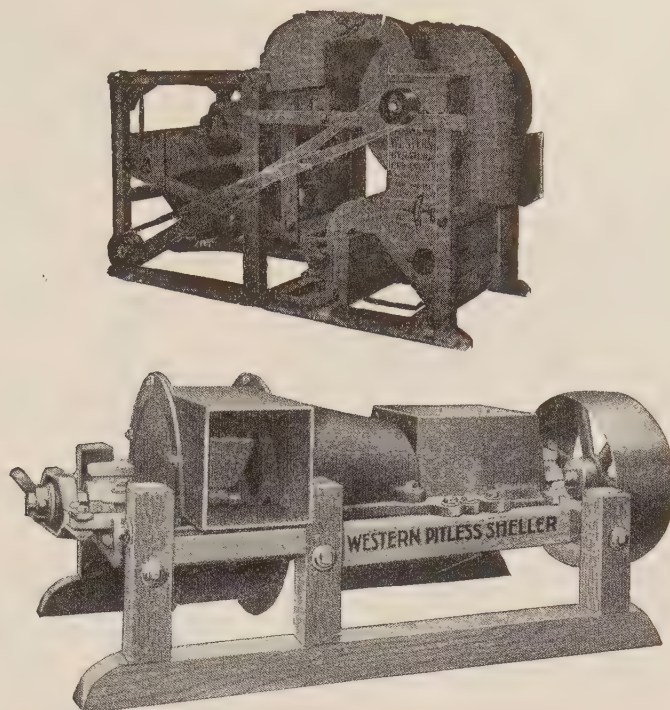
will eliminate this waste—and it will make the elevator and the elevator operator more efficient in every way. It is the easiest and cheapest operated manlift on the market, and the safest as well. The sheave over which the rope operates is fitted with ball bearings; the brakes are adjustable and positive in their action, and they work independently of each other. All material is carefully selected for the work it is to perform.

A manlift reduces the insurance rate.

Ask for our catalog of elevator machinery.

B. S. CONSTANT MFG. CO.

BLOOMINGTON, ILL.



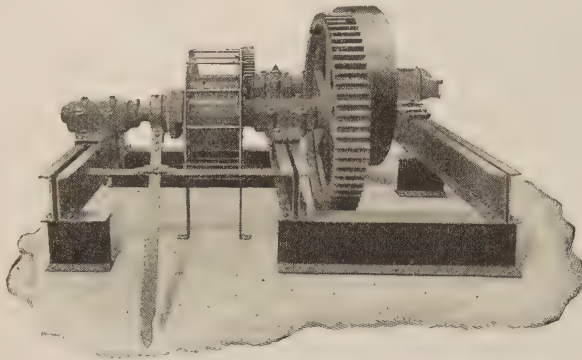
ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

UNION IRON WORKS, Decatur, Ill.

Car Spotting Made Easy

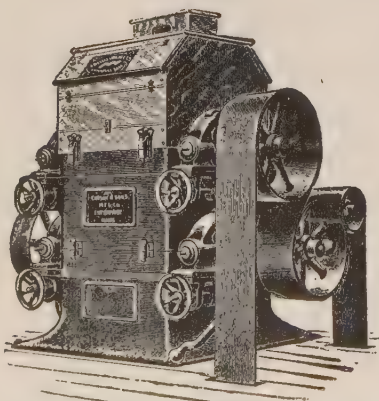


When the ice lays heavy on the ground; a blizzard in full swing and the next car to be loaded is some distance down the track, do you feel like spending an hour or more spotting this car with some of the pinch bar methods?

Wire Rope Car Pullers

facilitate the spotting of cars. Reduces the outside work to a minimum. Require but little power which is easily applied. More complete information about this car puller will be sent you on request. Ask for our catalog No. 18.

Skillin & Richards Mfg. Co.
4516-60 Cortland St. Chicago, Ill.



More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other side line is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

J. B. Ehsam & Sons Mfg. Co.
Enterprise, Kansas

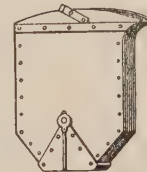
The Van Ness Safety Roller Bearing Manlift

is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.

Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

Manufactured and for sale by

R. M. Van Ness Construction Company
Grain Exchange Building
OMAHA, NEB.
We Build Modern Grain Elevators



"KLINGLER"

Is Automatic—
Simple—
Accurate—

Weights Grain as you Count Money

"Simplicity Assures Accuracy"

KLINGLER MFG. CO.

915 Washington Ave. So.
MINNEAPOLIS, MINN.

For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples.

ST. LOUIS PAPER CAN AND TUBE CO.
ST. LOUIS, MO.

Automatic Dump Controllers!

You have never seen me?

Do not ever let yourself hear you say that, because there are very few modern elevators without me, WHY? Because they need service. Anything that is not serviceable in this day and age is soon discarded. But when you know me—I'm always at your Service. I increase your business because of the easy manner in which I handle your dump. The Farmer likes me because I don't let the dump down jerky, and frighten his horses. I'm your friend. When you get tired of the old dumping device and are looking around for something 100% efficient, you'll find a friend in need, is a friend indeed.

But don't wait too long.

Procrastination is the thief of time.

Now is the time.

Circulars upon request.



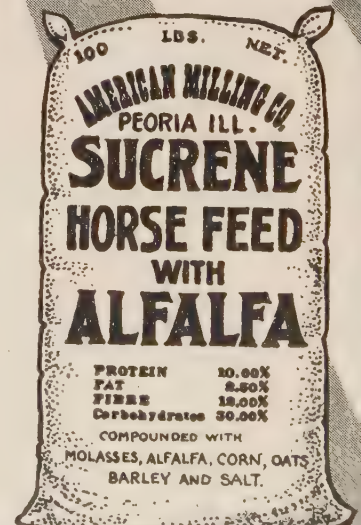
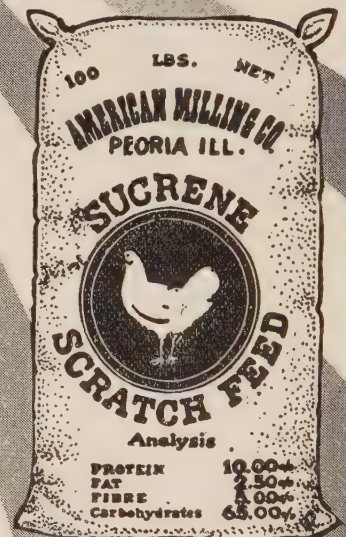
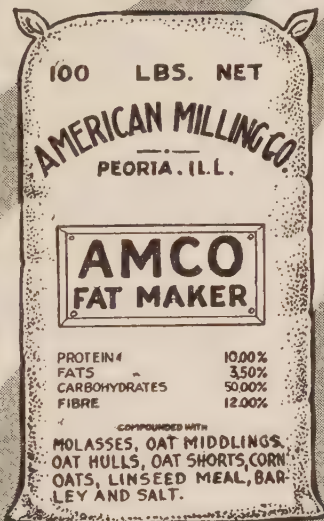
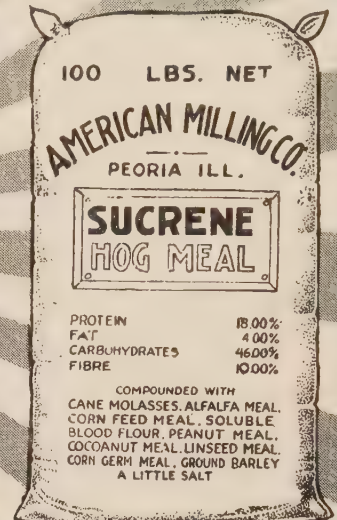
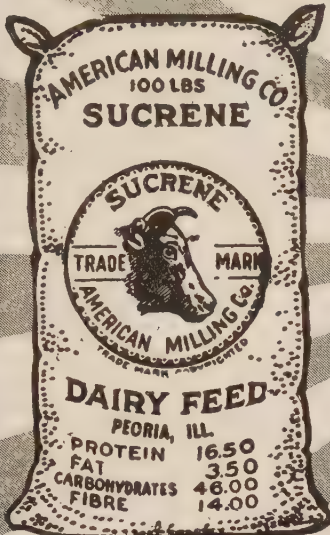
L. J. McMILLIN

525 Board of Trade Bldg. INDIANAPOLIS, IND.

YOU KNOW you want to do business with the grain shippers. Tell them so. The GRAIN DEALERS JOURNAL reaches them.

SUCRENE FEEDS

20th
Year
of
Supremacy



Watch for
our special
message to
Feed Dealers in
the near future.
The greatest sell-
ing season Sucrene
Dealers have ever en-
joyed is about to open.

Our splendid new mills,
more modern, and with
greatly increased capacity,
will take care of the larger
demand for Sucrene Feeds,
which for years taxed our
manufacturing capacity to
the limit.

Send in Your Orders Now

for the complete line of Sucrene
Poultry Scratch Feeds. We fill
orders promptly in any quantity.

Address Main Office at Peoria, Ill.

American Milling Company

Main Office and Mills: Peoria, Ill.

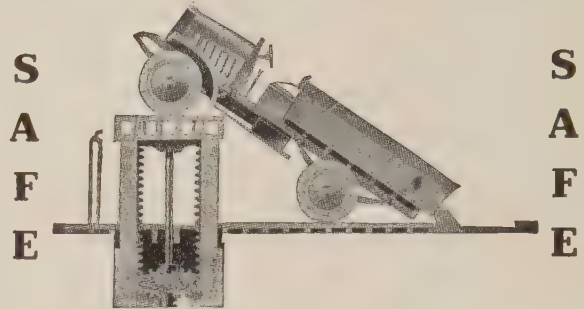
Southern Mills: Owensboro, Ky.

**UNION
SPECIAL**
Power Sewing Machines

*Accurate as a Micrometer
Perfect as a Watch*

UNION SPECIAL
MACHINE CO.
400 N. Franklin St.
CHICAGO.

The Only Dump Made
on Sound Mechanical Principles



TRAPP DUMPS

Yours is ready for you.
WRITE ABOUT IT

All Kinds of Elevator Machinery

TRAPP-GOHR-DONOVAN CO.

1125 North 22nd Street

OMAHA, NEBR.

A CAREFUL STUDY OF The Richardson



will show you
that it is a nec-
essity for real
success in
your house.

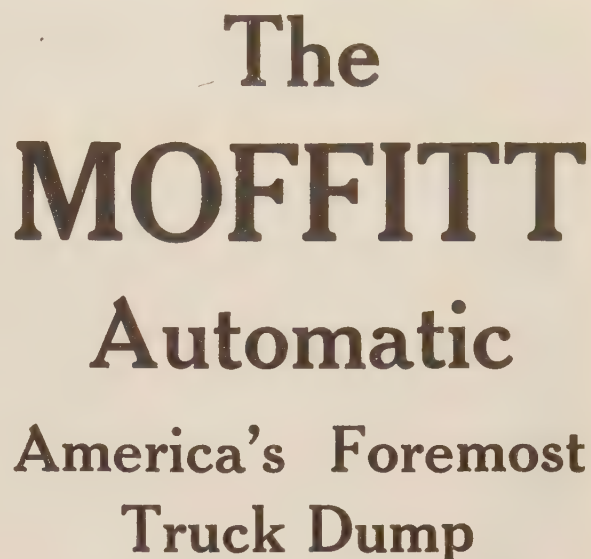
Separates Thoroughly
Wild Oats from Wheat
Wheat from Tame Oats
Succotash

NO WASTE OF WHEAT IN THE TAILINGS
ACCURATE — ECONOMICAL — DURABLE

Richardson Grain Separator Co.

MINNEAPOLIS

WINNIPEG



When the trucks are on the level 90% of the load is on the wheels of a hand truck or rear wheels of the auto truck. When the trucks are raised to the inclined position 110% load is on the wheels of the hand truck or rear wheels of the auto truck. The man is obliged to hold down on the handles to balance the load; however, the truck has no tendency to run forward or backward because the wheels carrying the total load are on the level floor. The weight of the auto truck, without load, is about equally divided between the front and rear wheels when the truck is on the level and, with a load, about 25% of the weight is on the front wheels and 75% on the rear wheels. When the auto truck is on the incline the weight on the front wheels is considerably lessened by reason of the fact that all of the load is transferred to the rear wheels and in addition 10% overbalance, which overbalance lessens the weight on the front wheels just that much.

It is therefore readily understood that the principle involved as regards the load on the hand truck and that on the auto truck are very similar, varying, of course, depending on how the load is centered over the wheels.

The truck dump is locked in its horizontal position as well as when it is in an inclined position. This lock is releasable and is in control of the man in charge of the elevator. A slight pull releases the lock, and, in locking, it is automatic in its action.

Manufacturers

502 Grain Exchange Building, Omaha, Nebraska

Information of Value to Elevator Owners will be Mailed Free on Request—Write To-day

Globe Combination Auto Truck & Wagon Dump

SIMPLE - RELIABLE - PRACTICAL

(SPENCER PATENTS FEB. 1919)

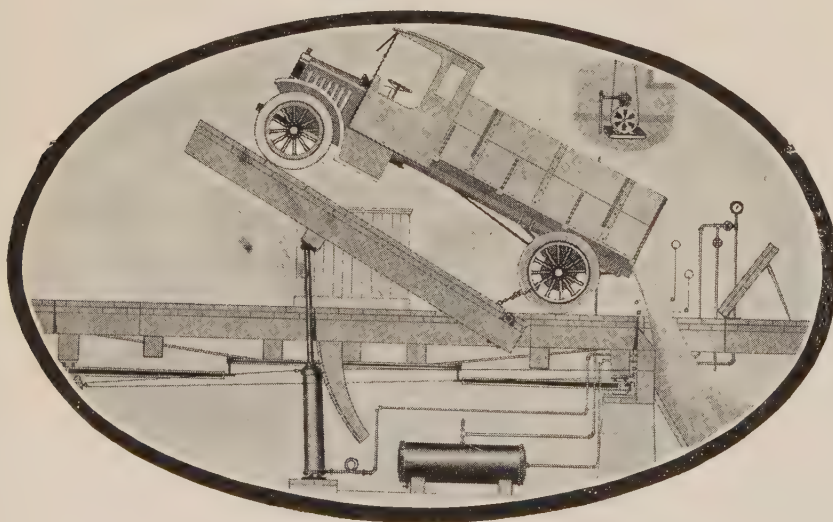
Should be in Every Elevator

- because it will dump truck, wagon or sled.
- because it is absolutely fool proof and free from accidents.
- because it can be installed on any make, type or size of scale.
- because the "dump-within-a-dump" feature enables us to operate with one power cylinder.
- because it is not necessary to start the elevator power every time a load is dumped—the storage tank holds sufficient air to unload a pit full of grain—then while elevating the grain the tank may be recharged.
- because power cylinder can be shifted backward or forward and either section raised or lowered slowly or speedily by the simple manipulation of valves and control lines located in scale room or on the work floor.

Write
for Prices

Give us the
type of scale
you have and
we will send
you blue-
prints of a
Globe instal-
lation.

MANUFACTURED BY
Globe Machinery & Supply Co.
DES MOINES, IOWA



KENNEDY CAR LINERS

*Prevent Leakages
Avoid Claims
Save Money*

Used by Thousands of
Progressive Shoppers

MADE BY

**THE KENNEDY CAR
LINER & BAG CO.**
SHELBYVILLE, INDIANA

Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



**WHEN EVERY AGENCY FOR
SAFETY OPERATION SAYS
"DO AWAY WITH DUST"
IT'S TIME THAT YOU LIS-
TENED TO REASON—**



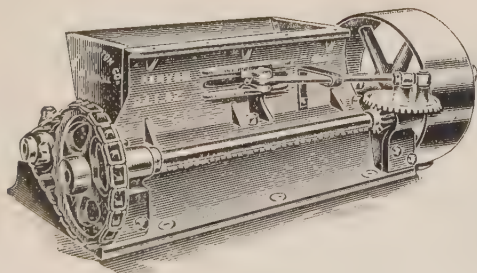
The hundreds of thousands of dollars lost through dust explosions would equip every elevator in the country.

Don't be the next on the "Blow up list," but for the protection of the money invested in your business investigate our product.

**The New "1905"
Cyclone Dust Collector**

THE FACTS ARE MIGHTY
INTERESTING

The Knickerbocker Co.
JACKSON, MICH.



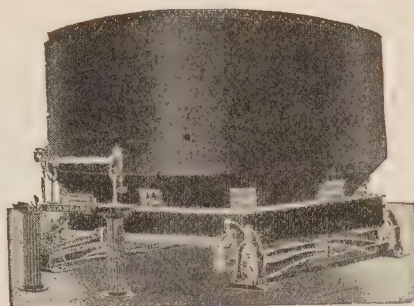
KENYON Ear Cob Crusher

No irons such as horseshoes, hammers, etc., can stop this machine. Positively eliminates all corn crushing troubles.

Send for catalog and all details.

Burgess-Norton Mfg. Co.
GENEVA, ILL., U. S. A.

You can afford to be particular about the scales you buy. Inaccuracy, even if the errors are slight, mean that you are working at a disadvantage—in the dark. A few errors a day mean a great yearly loss. Protect yourself and your customers by using one of "The Standard" Scales.



Investigate

"The Standard" hopper or tank scale. Perhaps it's just what you have been needing in your elevator. Built especially for use where vertical space is valuable. Constructed on a strong iron frame and made in sizes to fit your needs. It is a scale that is an essential feature in every elevator.

Write today for Catalog No. 73—it tells more about "The STANDARD" Scales

The Standard Scale & Supply Company

1631 Liberty Avenue, Pittsburgh, Pa.

New York
145 Chambers St.

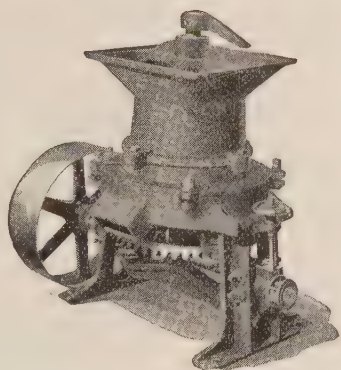
Philadelphia
523 Arch St.

Cleveland
1547 Columbus Rd.

Dallas
3027 Elm St.

Chicago
163 N. May St.

Baltimore
409 N. Gay St.



TRIUMPH CRUSHERS

CRUSH CORN PROPERLY

Built in two sizes: Number one for capacities up to 30 bushels per hour; number two for capacities up to 60 bushels per hour.

DELIVERY FROM STOCK

THE C. O. BARTLETT & SNOW CO.
Main Office and Works: Cleveland, Ohio

DOCKAGE TESTER

Adopted by
U. S. GOVERNMENT

Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

THE EMERSON

is no experiment. It is used by all grain men and officials who must test under all

Can Be
Furnished
with Motor Drive

NEW KICKER

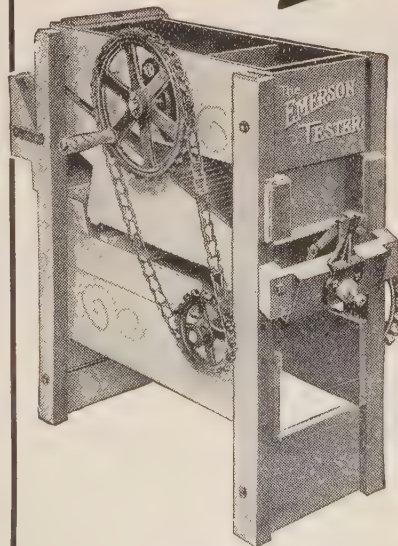
used by all grain men have accuracy at all conditions.

10,000 KICKERS

are now in use—the Government uses over 100—Line, Independent and Farmers Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

Write for pamphlet and particulars.

Emerson Mfg. Co.
2819 Lyndale Ave. So.
Minneapolis, Minn.
Winnipeg, Can.



DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES

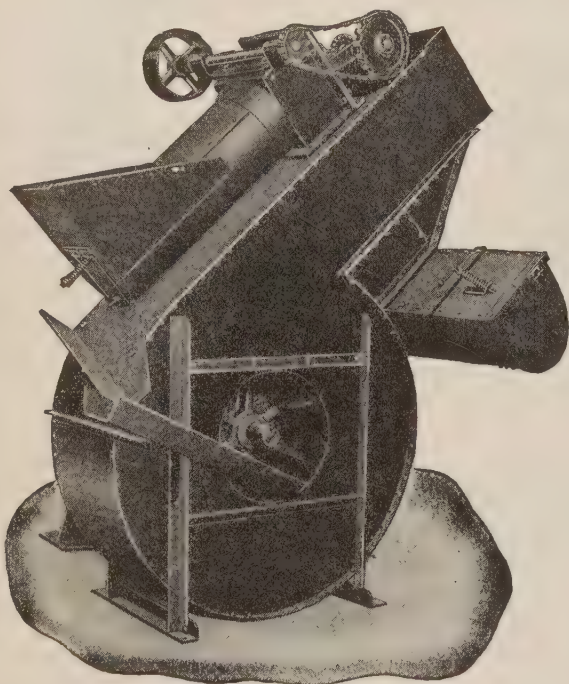
Randolph Grain Driers

WIRE WROTE BRONE O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

A better way to handle **GRAIN** is the Bernert Way

WHY?

Because the Bernert way will save you money and make you money. With the Bernert Pneumatic Grain Handling Machines, whatever your grain handling problem today, will be no problem at all. The Bernert Pneumatic Machines handle all grain ahead of the fan; that's why there positively will be no grain damaged.



They are positively **NON-CHOKABLE**; that's why you will not have any trouble. They will at the same time they handle the grain, **MAKE BETTER GRAIN**. Let us tell you **WHY**. Simplicity of installation and efficiency in operation, handling any problem, is for what the Bernert Pneumatic Elevators, Combined Elevators and Loaders, Conveyors, Portable Track-loaders, Car-loaders, etc., stand.

For further information, write for catalog to the

Bernert Mfg. Co.

491 12th Street

MILWAUKEE, WIS.

HALL SPECIAL ELEVATOR LEG

No economical purpose can be served by erecting an elevator leg that is inefficient; that needs watching every moment it runs; that chokes and stops, consuming valuable time; that spills and mixes valuable grain. It is worse than squandering the cost of the leg. It is squandering the proper return for the capital in the plant, in the grain, and your time.



A wise investor prefers to get what he wants, know what he gets, and have it guaranteed by a reliable concern before he pays for it. If you think so, why not ask for our proposal for a Hall Special for you?

Until 20 years ago there was one and only one "Grain Distributor" in all the United States of America, or in all the Kingdoms and Empires of this world. That was the

HALL SIGNALING GRAIN DISTRIBUTOR

Since that time our engineering department has worked faithfully and continuously to perfect this device, and

IT IS PERFECT

Let us send you our catalogs.

Hall Distributor Company, 222 Railway Exchange Bldg. Omaha, Nebr.

NEW BADGER CAR MOVER

SLIP PROOF SAFETY SPURS
Insures Against Damage Claims



No slipping No injuries

The slip-proof safety spurs of the Badger Car Mover make slipping and injuries out of the question.

The compound lever action turns the wheel steadily. One man can move a heavy car right along with the Badger. Let us prove it.

Try one 30 days. No money in advance.

If you keep it, send us \$5.50, plus freight—if you don't we pay freight both ways and forget it. For sale by leading jobbers everywhere. If yours can't supply you, order direct.

Advance Car Mover Co., Appleton, Wis.
Canadian Car Mover Co., Welland, Ont.



Judging by Service

If you judge by years of service then you will decide that

DIXON'S Silica-Graphite PAINT

is the paint you should buy. The lowest price per gallon is the highest per year. A quality paint like Dixon's that has been making long service records for over 50 years, and is made in First Quality only, means economical service at low cost. Write for booklet No. 15-B and convincing records.

Made in Jersey City, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY
ESTABLISHED 1827



A Tester Wants a Job

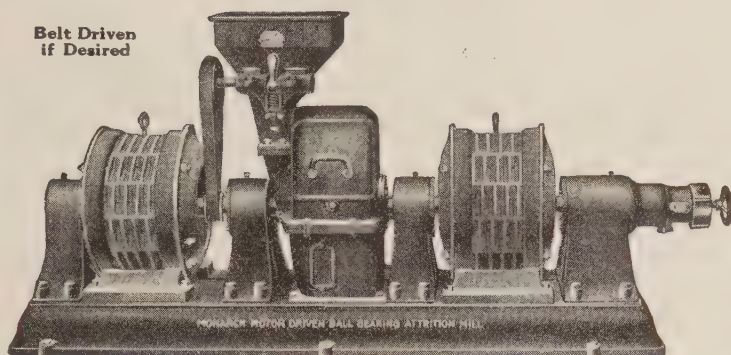
in your plant. These clutches will save you money power, time and trouble. Investigate today. A card brings our Free Booklet.

Decatur Foundry, Furnace & Machine Co., Dept. L, DECATUR, INDIANA

MONARCH BALL-BEARING ATTRITION MILL

*Designed and Built to Perform Satisfactorily
All Attrition Mill Requirements*

Belt Driven
if Desired



Years of experience in attrition mill building has enabled us to produce this "Monarch" of all Attrition Mills.

It, in your elevator, will pay big interest to you by

Saving Labor and Time

It is trouble-proof, delay-proof and has dust-proof bearings that require the minimum of lubrication and attention.

Write us today—now—for full particulars and descriptive catalog.

We have much interesting information about feed grinding that we will gladly furnish you.

Write for Catalog No. D115

SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

Main Office and Works: MUNCY, PA.

P. O. Box No. 26

Chicago Office: 9 So. Clinton St.

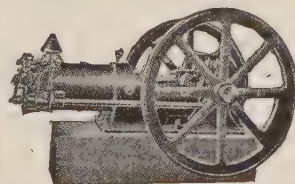
OTTO GAS and GASOLINE ENGINES work on less fuel and oil

We have built Otto Gas and Gasoline Engines since 1876. During that time we have constantly refined their construction — making improvements wherever we knew they would result in even the slightest saving of fuel or oil. It is the multitude of these detail improvements that has given Otto Gas and Gasoline Engines their enviable reputation for low fuel and oil consumption.

Stock designs up to 50 H. P. are ready for early delivery. Your name and address on a postal brings a book of gas and gasoline engine facts which you will probably find interesting and informing.

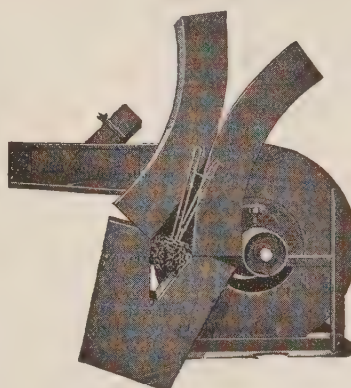
OTTO ENGINE MFG. CO.

3219 Walnut Street, Philadelphia



15-17 So.
Clinton St.
Chicago, Ill.

"Good Bye Scoop"



"We loaded 1,800 bu. of corn an hour the day before Thanksgiving. We never have to get in a dirty, dusty car to scoop grain." Kenney Elevator Co., Kenney, Ill.

"Your Boss Air Blast Loader is giving the best of service." G. N. Falknor & Son, West Milton, O.

"We would not think of going back to gravity." J. L. Baum & Son, Storms, O.

"You may ship us one of your Air-Blast loaders. We have investigated this thing pretty thoroughly. At Strawn Crossing we saw one in operation and it certainly was doing the work." Central Illinois Grain Co., Ashland, Ill. They have since bought EIGHT for eight of their elevators.

Load Even Ear Corn Without Scooping

We have Portable and Stationary outfits for loading even EAR corn as well as loose grain into railroad cars without scooping. Our Boss Crib Filler, fills cribs with EAR corn by air. Compact, low down and shedded as easily as a binder. Quickly set up. Write today for our new catalog "GOOD BYE SCOOP," and our trial proposition.

MAROA MANUFACTURING CO., Dept. G, Maroa, Ill.



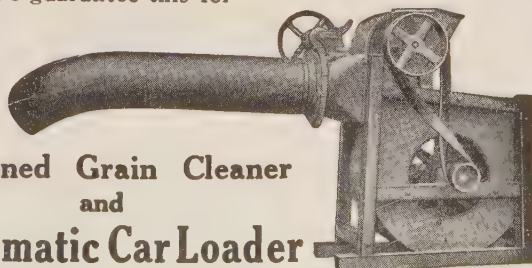
CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The

Combined Grain Cleaner
and

Pneumatic Car Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.

CONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years & less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

G

N. P. BOWSHER CO., SOUTH BEND, IND.

GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT Port Arthur, Ontario

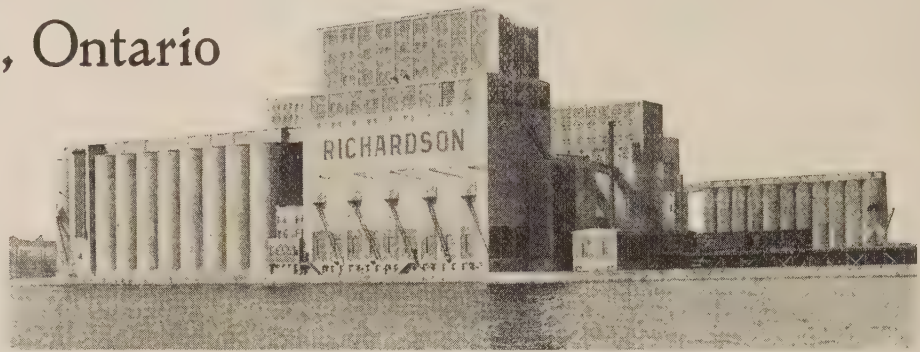
FOR

The Grain Growers' Grain Company
Limited.The Saskatchewan Co-operative Elevator
Co., Limited.

The James Richardson & Sons, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William, Ont., Duluth, Minn.
Minneapolis, Minn.

Pennsylvania Railroad Co.'s Terminal
Elevator at Erie, Pa. 1,250,000 storage
capacity, with marine leg, 25,000 bu. re-
ceiving capacity. All concrete, modern
construction, with latest improvements.

Designed and built under the
direction of

Folwell-Ahlskog Co.

McCormick Bldg. - Chicago, Ill.

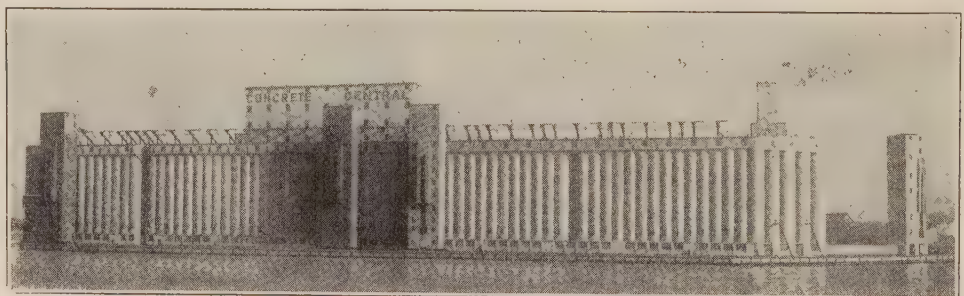
Write us for Estimates and Proposals

Monarch Built Elevators

assure you econom-
ical design,
first class work,
efficient opera-
tion.

SATISFACTION

Let us Submit Designs
and Prices



Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO., **BUFFALO, N. Y.**

THE MOST MODERN ELEVATOR IN THE WORLD

Now in course of construction at Canton, Baltimore, Md.,
for the Pennsylvania Railroad.

JAMES STEWART & CO., Inc.

Capacity
5,000,000 Bushels

Designers and Builders
GRAIN ELEVATORS
IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT.

15th Floor, Westminster Bldg.

CHICAGO

W. R. SINKS, Manager



"We have built for many of your friends. Eventually we will build for you. Why not now?"



Elevator No. 2

**Manchester Ship
Canal Company**

Manchester, England

1,500,000 Bushels

John S. Metcalf Co., Ltd., *Grain Elevator Engineers*

54 St. Francois Xavier Street
MONTREAL, CANADA

108 South La Salle Street
CHICAGO, ILL., U. S. A.

395 Collins Street
MELBOURNE, AUSTRALIA

125 Strand
LONDON, W. C., 2, ENGLAND

FEGLES CONSTRUCTION CO.,

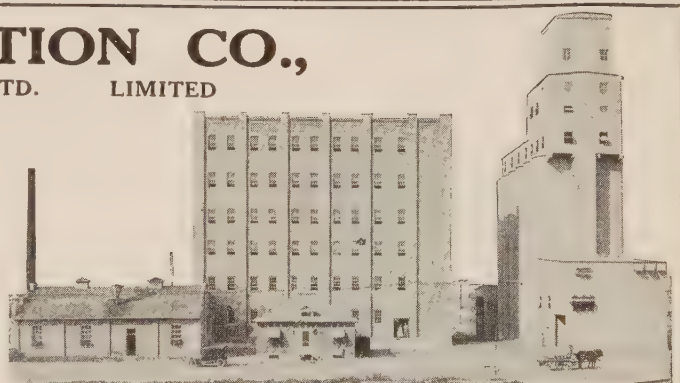
FORMERLY FEGLES-BELLOWS ENGINEERING CO., LTD. LIMITED

ENGINEERS—CONTRACTORS

GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE
AND EXECUTE CONTRACTS ANY-
WHERE. GRAIN ELEVATORS, MILLS
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods
Milling Co., Ltd., Medicine Hat, Alberta.



The 1,250,000 Bushel

C. & N. W. Elevator

at

Council Bluffs, Iowa

is the latest acknowledgment of our
capabilities as Grain Elevator Engineers
and Constructors.

WITHERSPOON-ENGLAR CO.

1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof
MILLS AND ELEVATORS

GRAIN ELEVATOR BUILDERS

DON'T DELAY BUILDING!

We give you QUICK ACTION

Builders of

Grain Elevators, Alfalfa Plants
and Coal Pockets

WOOD or FIREPROOF CONSTRUCTION

Younglove Construction Company

412 United Bank Building SIOUX CITY, IOWA

D. F. HOAG & CO.

Designers and Constructors of

GRAIN ELEVATORS

Corn Exchange, Minneapolis

White Star Co.

WICHITA, KAN.

**BUILDERS of
Good Elevators**

WRITE US ABOUT THE
PLANT YOU HAVE IN MIND

CHECK
your re-
ductions of
pounds to
bushels by
using

**Clark's
Carload
Grain
Tables**

New edition
revised and
enlarged.
Price, \$2.50.

GRAIN DEALERS
JOURNAL
Chicago, Illinois

R. C. STONE ENGINEERING CO.

320 MERCHANTS EXCHANGE

ST. LOUIS, MO.

DESIGNERS AND BUILDERS OF

CONCRETE AND WOOD ELEVATORS

CORRESPONDENCE SOLICITED

BALLINGER & McALLISTER

ENGINEERS AND CONTRACTORS

Grain Elevators Driers Coal Chutes
Wood or Concrete

UNITY BLDG., BLOOMINGTON, ILL.

Your Individual Needs

are respected when your elevator
is designed and built by

W.H. CRAMER CONSTRUCTION CO.

NORTH PLATTE, NEB.

Write for Details of Our System

MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF

GRAIN ELEVATORS

MONADNOCK BLDG. CHICAGO, ILL.

**BIRCHARD
CONSTRUCTION CO.**

CONTRACTORS GRAIN ELEVATORS

Mills and Warehouses

Especially Designed for Economy of
Operation and Maintenance

1129 J Street

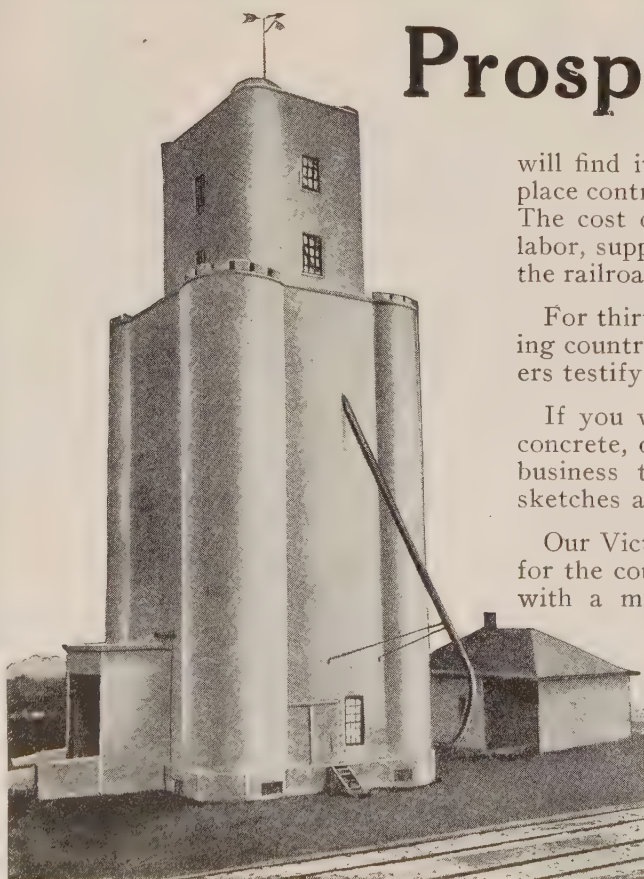
LINCOLN, NEB.

EFFICIENT ERECTING CO.

We make plans and build up-to-date
GRAIN ELEVATORS AND MILLS

GEO. H. CRAIG

6803 Parnell Ave., Englewood, Chicago, Ill.



Prospective Builders

will find it to their advantage to anticipate their needs and place contract and orders for their new elevators immediately. The cost of material is rapidly increasing, as is the cost of labor, supplies and machinery. The deliveries being made by the railroads are slower than ever.

For thirty years we have specialized in designing and building country grain elevators, and hundreds of satisfied customers testify to the high character of our work.

If you want an up-to-date grain elevator, either wood or concrete, designed to meet every demand of a country grain business today, write us your needs and we will submit sketches and specifications.

Our Victory design of elevator easily solves many problems for the country grain dealer. It attains a maximum capacity with a minimum of materials. Its arrangement effects a marked economy in the power, labor and time needed to handle a given quantity of grain.

If interested, write us now.

RELIANCE CONSTRUCTION CO.

Board of Trade Bldg.

INDIANAPOLIS, IND.



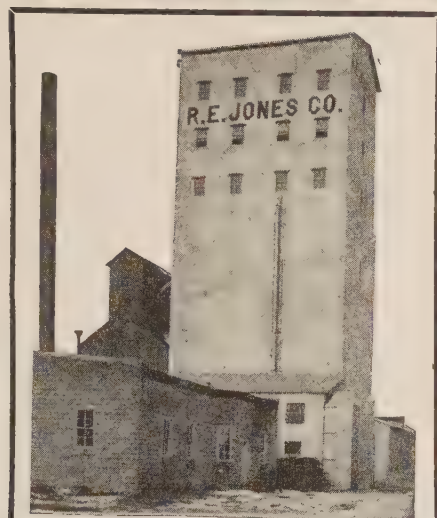
REINFORCED CONCRETE
GRAIN ELEVATORS
STORAGE BINS
AND
MILL BUILDINGS

DEVERELL, SPENCER & CO.
GARRETT BLDG.
BALTIMORE-MARYLAND



HOLLOW TILE ELEVATORS
Fireproof, no upkeep,
indestructible. Guaranteed.
Built with
American Flint Tile
COST LESS THAN
CEMENT OR WOOD
Special Construction. Plans
and estimates furnished free.
W. W. COATES CO.
Dept. 359, Nearest Office
Omaha Kansas City
Sioux City Des Moines
Oklahoma City St. Louis

American Flint Tile Elevator



R. E. Jones Co., Wabasha, Minn.

We have the most complete organization in the Northwest for the construction of

GRAIN and COAL ELEVATORS

T. E. Ibberson Company
MINNEAPOLIS, MINN.

A. F. ROBERTS
ERECTS ELEVATORS
CORN MILLS
WAREHOUSES
FURNISHES PLANS
ESTIMATES
MACHINERY
SABETHA, KANSAS

MILLER, HOLBROOK, WARREN & CO.
DESIGNING ENGINEERS
Reinforced Concrete Elevators
Large or Small
Millikin Building DECATUR, ILL.

HICKOK Construction Co.
MINNEAPOLIS & SPOKANE **ELEVATORS**

GEORGE HOWARD
Grain Elevator Repair Specialist
LA GRANGE, ILL.
Old elevators made almost new at lowest prices.
New elevators either wood or concrete given special attention. Let us know your needs.

A. G. BOGGESS
Builder of
GRAIN ELEVATORS
and Coal Pockets
Phone F. 282 P. O. Box 166
DECATUR, ILL.

L. J. McMILLIN
ENGINEER and CONTRACTOR of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

W. C. BAILEY
Contracts and Builds
Modern Grain Elevators
We can furnish and install equipment in old or new elevators, guaranteeing greater capacity with less power, and positive Non-Chokable working leg. Let us show you.
433 Range Bldg., OMAHA, NEBR.

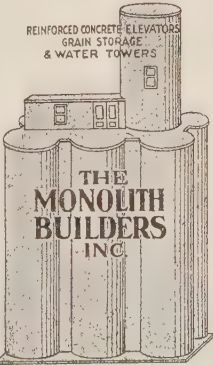
IF you wish to build your elevator right, my eighteen years experience is at your command.
C. E. BIRD & CO.
MINNEAPOLIS MINNESOTA

Decatur Construction Co.
ENGINEERS AND BUILDERS
OF GRAIN ELEVATORS
510-512 Wait Building
DECATUR ILLINOIS

B Burrell Built Elevators are Better—the kind you need
Burrell Eng. & Cons. Co.
Chicago
Portland, Ore. Kansas City, Mo

**TO BUY
SELL
RENT or
LEASE an
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns.



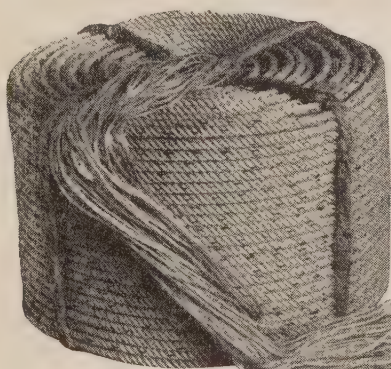
*Mr Grain Man
Going to build?*

Our all-steel forms and equipment enable us to build for you a modern mill or elevator of reinforced concrete at a low cost of construction.

The Monolith Builders, Inc.
CONTRACTORS--ENGINEERS
6912 Wayne Chicago, Ill.
Write for booklet of plans

When planning your purchase of Cleaning Machinery, get the name **INVINCIBLE** firmly fixed in your mind.

INVINCIBLE GRAIN CLEANER COMPANY SILVER CREEK, N. Y.



FROM MAINSHAFT TO HEAD

Specify AJAX TRANSMISSION Rope in your elevator. Designed especially for grain elevators, it is the best rope the most skillful workmanship can produce. Delays caused by broken transmission rope are expensive. Specify AJAX on your next job.

H. CHANNON CO.

Chicago, Ill.

AJAX



Style No. 6000
Corn Grading Balance

TORSION BALANCE

Corn Grading
Grain Moisture
Bean and Seed Testing Scales
Special Scales for Special Purposes

Torsion Balances

— have —
No Knife-edges—No Friction—
No Wear—No Concealed
Bearings

Used by U. S. Dept. of Agriculture, Testing Stations, Grain Elevators, Seedsmen, Commission Houses and Boards of Trade.

WRITE FOR SEED PAMPHLET

Torsion Balance Co.

MAIN OFFICE Factory
92 Reade St. 147 8th St.
New York, N. Y. Jersey City, N. J.
Pacific Coast Branch
49 California St., San Francisco, Cal.

KANSAS DIRECTORY

Farmers Co-Operative Companies, railroad or roads available, county, Manager, Secretary, President, commodities handled and amount Paid-Up Capital shown when obtainable.

500 stations listed.

Order now if you desire a copy.
Price \$5.00 postpaid.

**THE FARMERS CO-OPERATIVE
GRAIN DEALERS ASSOCIATION OF KANSAS**

R. W. Bldg., Hutchinson, Kans.

Prevent
CLAIM LOSSES
with

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

6000 SHIPPERS

Are now using them.

Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President
617 Railway Exchange Bldg. CHICAGO, ILL.



Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the dollar and fifty cents in your pocket.

The Ankorite Plan Sells Posts— Read Mr. Hopkins' Letter

Lumber
Mill Work
Cement
Plaster
Lime
Sweeping Compound
Building Paper
Screen Doors
Roofing
Steel Posts
Cedar Posts

W. A. Hopkins

HOPKINS LUMBER CO.
(Successor to France Lumber Co.)
**EVERYTHING IN BUILDING
MATERIAL**
Telephone 97

H. H. Hopkins

Coal
Brick
Blocks
Tile
Sewer Pipe
Sand
Paints
Glass
Ladders
Poles
Gates

Lamoni, Iowa

November 18th,
1919

Calumet Steel Co.,
Chicago, Illinois

Gentlemen:—

We are entirely out of ANKORITE Steel Posts. The shipment of 750 that we received on October 23rd didn't last very long. The Ankorite Post is surely an easy post to sell. We have sold 150 of these posts to a farmer who has told us not less than five times that he would not have a steel post on the place. When he saw the Ankorite he changed his mind.

The National advertising that you have been doing, coupled with the circularizing of our mailing list and our work on this end has seemed to be quite effective. You will note by referring to your order files, that we gave your salesman, Mr. Harris, an order for a car of these tee posts. Now that our entire supply has been exhausted, we are very anxious that you make immediate shipment of the order. They are setting the fence over on the road that we wrote you about in the spring and the farmers are now busy re-setting their fences.

Now, we are especially anxious that you make immediate shipment of the car of these posts so that we may be able to supply all the demand that we may have for posts that are likely to be used along this new road.

Trusting that you are in a position to get this order right out, we are

very truly yours,

HOPKINS LUMBER COMPANY
H. H. Hopkins

Here Are the Posts Mr. Hopkins Sells



Four Thousand Posts in One Day!

A. W. West, of State Center, Iowa, population 700, got a little group of farmers into his store one day last May, and following a demonstration by one of our salesmen, booked orders for more than 4,000 Ankorite Steel Drive Posts!

With that "send-off" he sold 7,000 additional Ankorite Posts during the year without special effort, clearing a handsome profit.

Mr. West is ordering by the carload for 1920. He has many fine installations around State Center to point out to his prospects, and farmers are already placing orders for spring delivery.

Your opportunity is just as great or greater—don't pass it up!

NOW the Farmers Fence

Have you any and repairing out through sagging, broken them! They replace 90% of

But you'll have to order your co-operative sales plan —

Farmers are buying right now of inquiries daily, asking for work just as soon as the frost

Time is Short

You know the difficulty of getting freight shipments for the entire year if possible and give us shipping instructions.

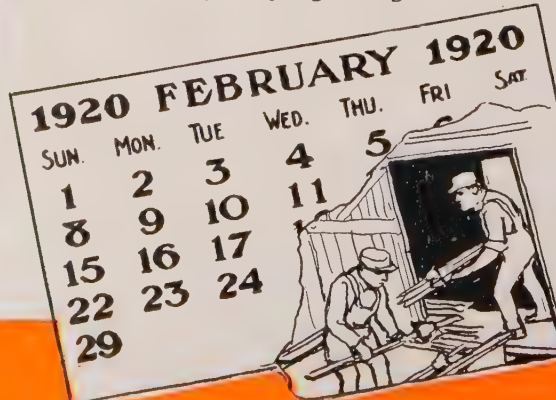
Don't let the spring demand catch you without a stock. They'll buy a substitute or look elsewhere if you can't. This year by securing the exclusive sale — we want

CALUMET

208 South

By all means order your stock of Ankorite Steel Drive Posts this month—otherwise you'll have to pass up the orders of the progressive, far-sighted farmers who are planning early for spring fencing.

The buyer heavy in your price direct sale



1920	
SUN.	MON.
	1
7	8
14	15
21	22
28	29

The Time to Reach Farmers Who Plan to Fence This Spring-

of the tremendous amount of fencing
MUST BE DONE this spring? Drive
country around you and look at the leaning,
rotted wooden posts—literally **MILES** of
posts **MUST** be replaced—and you can
do it with

Ankorite
STEEL FENCE POSTS

early in order to take advantage of our hard-hitting
(page).

spring fencing and repairing. We're getting hundreds
of Ankorite Posts may be bought. Farmers want to begin
work on the ground.

Get the Posts!

promptly. We need your co-operation. Anticipate your needs

in hand. Farmers want Ankorites, but **THEY WON'T WAIT**—
soon. Some dealer in your community will make a handsome profit
off that dealer.

THE L. J. KELLY COMPANY
1000 North Dearborn Street, Chicago

Ankorite Steel Posts is
the time to reach
our hard-hitting

Fencing begins in earnest in April—but
that's too late to work out your selling
plans. Most of the farmers will buy or
make up their minds about their posts
before that time.

CH 1920

THU FRI SAT.

4 5



1920 APRIL 1920

SUN.	MON	TUE	WED.	THU	FRI	SAT.
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	1	2	3	4	5



2 Sturdy

Ankorite
STEEL FENCE POSTS

Types

Angle-"T"



Patented Aug. 21,
1917. Other
Patents Pending



A Steel Post with a real Sales Plan Behind it.

This big 24-page three-color Prospectus contains the most practical and most complete co-operative sales plan you've ever had an opportunity to use. It shows you how we go "all the way" with Ankorite dealers to get the cream of the fence post business. It describes and illustrates nine distinct methods by which you can sell more posts than you ever sold before — easier.

By all means get this book — no expense or obligation.

— And Here's the Mill Behind the Post

Every Ankorite Steel Drive Post is made complete in these big, modern steel mills. Capacity 40,000 posts a day — enough to build 125 miles of fence. As a result of the tremendous demand for Ankorite Steel Drive Posts we have almost doubled our capacity and are in better position than ever to fill your orders fully and promptly.

Don't forget that the resources of the Calumet Steel Mills are behind every Ankorite Post you buy, not only guaranteeing an excellent product and prompt shipments, but A DEALER CO-OPERATIVE PLAN THAT CANNOT BE DUPLICATED.

CALUMET STEEL COMPANY
208 South La Salle Street Chicago

Calumet Steel Company

208 S. La Salle St.
CHICAGO

Gentlemen: — Please send me your Dealer Prospectus and details of your co-operative selling plan.

Name _____

Address _____

(Don't fail to mail this coupon — it implies no obligation whatever)



Works of Calumet Steel Company Established 1907



Patented

JACKS

For Lifting Concrete Forms

12 Years of Service

Over 4,000 in Use

NELSON MACHINE CO.

WAUKEGAN, ILL.

SHIPPERS' RECORD BOOK No. 20

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 car loads.

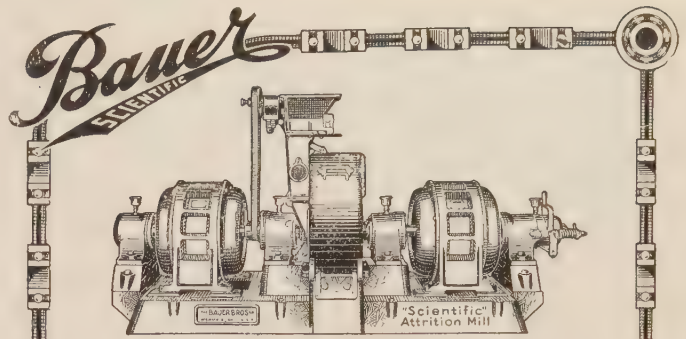
At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds and Balance.

Wide columns are provided for recording these facts under the respective heads.

Price, \$2.50. Address

GRAIN DEALERS JOURNAL

LaSalle Street - CHICAGO, ILL.



"Scientific" Motor Driven Attrition Mill; also made for Belt Drive.

How Quality Is Built Into Bauer "Scientific" Attrition Mills

"Scientific" Mills are scientifically designed and built. There is absolutely no place for guess work or haphazard methods in the making of any part.

Our raw materials are bought under a guaranteed analysis and thoroughly tested in our own chemical laboratory before we use them.

Our Grinding Plates are made of a special mixture of selected ores, the mixing of which is done under the direction of our chemical laboratory. We'll gladly go into details concerning these tests and mixtures if you are interested.

Quality is thus built into "Scientific" Mills. It means a lot in service to you.

Ask for our Catalog.

THE BAUER BROS. CO.

506 Bauer Bldg. Springfield, Ohio, U. S. A.

SCIENTIFIC

Preston Lansing Tile Grain Bins

will keep your grain in perfect condition. They are moisture proof, frost proof, vermin proof and fire proof. The patented Preston-Lansing Block is laid in "ship lap" formation giving enormous strength as block is braced against block. The dead-air spaces protect your grain against extremes of temperature. Between each tier of blocks is a thick layer of cement and steel reinforcing.

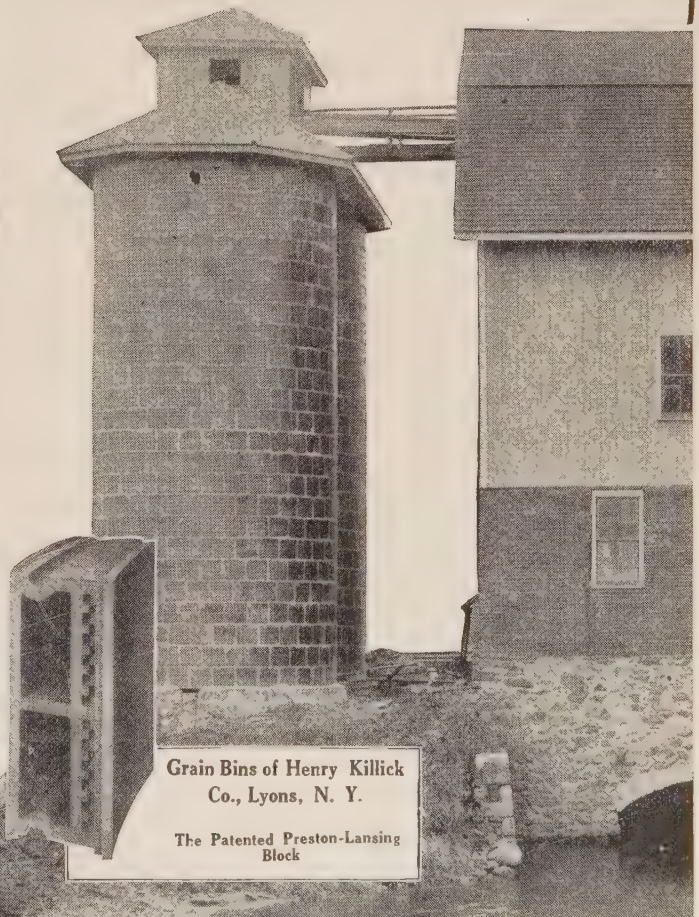
Permanent—Economical—Safe

Preston-Lansing construction saves expense as the first cost is the only cost. Our tile has a beautiful finish which makes a grain bin that is not only practical but very beautiful. Let us give you further details. Write for our catalogue and prices.

J. M. Preston Co.

Dept. 418

Lansing, Mich.



Grain Bins of Henry Killick Co., Lyons, N. Y.

The Patented Preston-Lansing Block

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

OHIO COUNTRY ELEVATOR for sale. Cash. or will exchange for a farm. Address: H. F., Box 1, Grain Dealers Journal, Chicago.

30,000 BU. ELEVATOR for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

ELEVATOR AND COAL business for sale in good Iowa town of 1200 inhabitants. In good running order; a good money maker for a hustler. Address M., Box 2, Grain Dealers Journal, Chicago.

CENTRAL IOWA elevator for sale, 12,000 bu. capacity. Located on M. & St. P. R. R. Doing good business. Handle grain, coal, flour, mill feed, salt and fence posts. No competition. Price \$3,500.00 if taken before March 1, 1920. Address P. O. Box 34, J. F. Weaver, Gifford, Iowa.

25,000 BU. CRIBBED elevator in N. D. on Great Northern R. R. with Coal and Flour and Feed business for sale. Address: Chance, Box 9, Grain Dealers Journal, Chicago.

N. W. OHIO elevator, coal, hay business and residence property included, for sale. Good town, no competition. Will consider good farm in trade if properly located. Electrical power. Address Competition, Box 2, Grain Dealers Journal, Chicago.

50,000 BU. CRIBBED ELEVATOR for sale. Own ground and private switch. In best oats, corn and wheat territory in Illinois. Side lines of Coal, Salt and Feed. Doing fine business. Good reason for selling. Address: Cribbed, Box 1, Grain Dealers Journal, Chicago.

14 BIN CRIBBED Elevator, only \$2500. Liberal terms. Excellent location. Electric power and lights. A-1 condition. It is a snap. Located at Marshall, Wisc., on C., M. & St. P. Ry. Address: D. V. Hales, Station "A," Milwaukee.

TWO ELEVATORS of 10,000 bu. each, for sale. Complete with electric machinery and feed grinders; with good retail business; well located for transit privileges in good farming community. Address: Good Proposition, Box 11, Grain Dealers Journal, Chicago.

NEW 18,000 BU. elevator for sale. Well equipped with machinery, in A-1 condition. In good wheat, oats and corn belt. Doing good business. Good reason for selling. Address: Ketchum Elevator Co., Ketchum, Okla.

ILLINOIS elevator for sale. located about 80 miles west of Chicago; capacity around 20,000 bushels, wood construction, including about 400 feet of land along switch, with coal house and vacant space for handling lumber or other commodities. Possession given at any time. In 1917 there were handled approximately 60,000 bushels of corn, 80,000 bu. of oats, 177 bags timothy seed; in 1918 approximately 40,000 bu. corn, 140,000 bu. oats, 5,000 bu. wheat, 5,000 bu. barley, 140 sacks timothy seed; in 1919 approximately 95,000 bu. corn, 70,000 bu. oats, 2,000 bu. wheat, 1,000 bu. barley. A good aggressive man could undoubtedly increase the above amounts materially. No other elevator or grain buyer at this point. Price low. Address Hugo, Box 2, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

LINE OF ELEVATORS for sale; part of them on the Wichita Falls; part on S. F. in N. W. Okla. One in Texas on S. F. Will sell one or all. Bargain, Box 1, Grain Dealers Journal, Chicago.

ELEVATOR in North Central Iowa for sale. Good coal, flour and feed business in connection. Located in excellent farming country and good territory. Address: Excellent, Box 11, Grain Dealers Journal, Chicago.

8,000 BU. CAPACITY ELEVATOR with good farm implement business for sale. Advancing years and death in firm makes it advisable to sell. Good grain locality. Excellent business. For complete information apply to Alex Verdor & Co., Bonnot's Mill, Mo.

CHANCE OF A LIFE-TIME: Will sell $\frac{1}{2}$ or $\frac{1}{2}$ interest in a good grain business to a strictly reliable young hustler, and give contract for purchase bal. interest. A-1 property located Cent. Ill. Must have about \$6,500. Address: Central Illinois, Box 1, Grain Dealers Journal, Chicago.

15,000 BU. CRIBBED ELEVATOR for sale in southern Indiana. Handles 75,000 bu. Wheat with the following side lines, Flour and Feed. Good business. Death in firm makes it advisable to sell. For complete information apply to A. H. Richner, Broker, Crawfordsville, Ind.

ELEVATOR IN SOUTHEASTERN IOWA for sale complete with electric machinery and attrition mill. Located in corn and oats belt. Good railway facilities, town and schools. No competition. Good reason for selling. Address: "Attrition, Box 1," Grain Dealers Journal, Chicago.

GENERAL ELEVATOR and feed business for sale. 1st class attrition feed grinder in connection. Also handle coal, farm machinery, fencing, building supplies, etc. No competition. Excellent business. Address: Field, Box 8, Grain Dealers Journal, Chicago.

CONTROLLING OR MINOR INTEREST in large wholesale and jobbing grain business, for sale. Modern terminal elevator and warehouse. Management and salary to buyer. \$40,000.00 will handle. Must be clean citizen and thorough business man. Business began 9 yrs. ago with \$20,000.00. Net earnings including salary have exceeded \$125,000.00. Address Box 1282, Lincoln, Nebr.

15,000 BU. CAPACITY ELEVATOR for sale. Metal construction. Located on Mo. Pac. R. R. Does about \$200,000.00 business a year. Handle all kinds of feed, also chop and meal grinder. Want to sell by first of March but could not give possession before June 1, 1920. Price \$6,000.00. Cash \$3,000.00, balance terms. Address Big Opportunity, Box 2, Grain Dealers Journal, Chicago.

COLLECTIONS.

NOTES, BILLS and Accounts collected anywhere in the United States. H. C. Van Aken, Lawyer, 309 Post Bldg., Battle Creek, Mich. Reference any bank in Battle Creek.

MEN WANTED—Elevator managers are in demand. Insert your advertisement in the Grain Dealers Journal to get the position that is waiting for you.

ELEVATORS WANTED.

WISH TO BUY GOOD ELEVATOR in Eastern Colorado, Western Nebraska or Western Kansas. Address with full particulars, Denver Box 2, Grain Dealers Journal, Chicago, Ill.

ELEVATOR located in Central Illinois Wanted. Must be in A-1 condition, doing good business. Address with particulars, "Hawarden, Box 1," Grain Dealers Journal, Chicago.

15 OR 20,000 BU. elevator wanted in Northern Ind. or N. E. Ohio. Full details requested 1st letter. Address: Hoosier, Box 8, Grain Dealers Journal, Chicago.

15,000 TO 20,000 BU. elevator wanted. Must be excellent location and good investment. Prefer Missouri. Address: "Louis, Box 1," Grain Dealers Journal, Chicago.

30,000 BU. elevator wanted, that is located in Kansas. Must be good proposition. Address with particulars: Kansas, Box 12, Grain Dealers Journal, Chicago.

WE WANT to build the best elevator that \$8,000.00 will buy. Address W. W. Moss, Logansport, Indiana.

IN SASKATCHEWAN, Canada, 320 acres land. Will trade for Indiana elevator, description on request. Address Ed. Lee & Son, Crawfordsville, Indiana.

ELEVATOR WANTED for cash, preferably located in Ohio or Indiana where there is first grade high school. Must be modern, doing good business. No objections to side lines. Address Ohio, Box 2, Grain Dealers Journal, Chicago.

WANTED TO BUY, half interest in a good well located elevator in North Dakota or Montana, and take management of same. Ten years' experience in the grain business in North Dakota, the last seven as manager of a Farmers Elevator. Am married, 32 years of age. Best of references and bond. Address Management, Box 2, Grain Dealers Journal, Chicago.

BIDS WANTED.

BIDS WANTED for 40,000 bu. capacity Concrete Elevator with 2 dumps, 2 legs, manlift, cleaner, automatic scale and 25 h. p. engine. Plans and specifications on file at this office after Jan. 1, 1920. Bids will be opened at our office at 12 o'clock, Feb. 3, 1920. Woodland Farmers' Elevator Co., Woodland, Ill.

ELEVATOR BROKERS.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

ELEVATORS FOR SALE—Write to Julian L. Buckley, Elevator Broker, David City, Nebr.

IF YOU WANT to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT. NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

SITUATIONS WANTED.

AS MANAGER or second man in elevator, prefer Central Iowa. Experienced. Address Iowa, Box 2, Grain Dealers Journal, Chicago.

AS MANAGER or will take an interest; 18 years' experience in grain and lumber. First class references. Address Hustler, Box 2, Grain Dealers Journal, Chicago.

AS MANAGER of Central Illinois or Indiana elevator. Capable man. Experienced. Will furnish references. Address Indiana, Box 2, Grain Dealers Journal, Chicago.

GENTLEMAN with twenty years' experience in the grain trade, having executive ability, wants position. Address Executive, Box 2, Grain Dealers Journal, Chicago.

AS MANAGER of Illinois elevator, experienced in grain, hay, coal and lumber. High school graduate, 33 years old, married. Address I. E. Mayes, Edinburg, Illinois.

POSITION WANTED as Manager of country elevator, or grain buyer for mill or elevator. 12 years experience in grain business. K, Box 2, Grain Dealers Journal, Chicago.

AS MANAGER, 17 years' experience both line and farmers' elevators. Now employed; desire change. Prefer Nebr. or Iowa. Address: Capable, Box 12, Grain Dealers Journal, Chicago.

AS MANAGER of country elevator, Old Line or Farmers' elevator. Five years' experience. Can furnish bond; also references. Address: Good Manager, Box 12, G. D. Journal, Chicago.

IN GRAIN FIRM, by young ex-service man, hustler, married. Want to get located by Mar. 1st. Competent to manage country station. If you have a live proposition write to "V. M. Box 1," Grain Dealers Journal, Chicago.

RETURNED SOLDIER exp. grain buyer wants work with Mill or Country Elevator in Middle West or western states. Good references from last employer. Address: Box 226, Kansas City, Kansas.

MR. ELEVATOR owner or farmers' company, do you want a manager whose past records are clear and a success? If so, get in touch with me. Will be at your service April 1st, 1920. Best of references. Nebraska, Colorado or Kansas preferred. Address Records, Box 2, Grain Dealers Journal, Chicago, Ill.

AS MANAGER of line elevator in good town and good grain country. Have had seven years' experience as foreman of line and mill elevators. 29 years old. Ambitious and working for advancement. Best of health. Can furnish satisfactory references. Capable of making good. Address Health, Box 2, Grain Dealers Journal, Chicago, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, and sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

BUSINESS OPPORTUNITIES.

WELL IMPROVED 160-acre farm located 10 miles of Mt. Carmel, Illinois, and 7 miles of Allendale, Illinois, for sale. Price \$100.00 per acre cash. For particulars address Geo. Couch & Sons, West Salem, Ill.

GRAIN AND COAL business for sale. Good trackage property, well improved with elevator, machinery, warehouses, barns, etc., for handling a wholesale and retail business. A live and going business run on a cash basis thrown in gratis. Located in a modern little city in Panhandle of Texas. Center of shallow water irrigating district. Big crops moving now. \$3,500.00 cash, balance on terms that business can take care of—deferred payments. For description address Box 145, Plainview, Texas.

MALE HELP WANTED.

WANTED—Good man to operate or buy seed elevator.—J. W. Woodruff, Hamburg, N. Y.

EXPERIENCED MAN wanted to handle station where lumber, grain and farm machinery are handled. Address Lumber, Box 2, Grain Dealers Journal, Chicago.

MAN wanted to help keep books, check lumber bills. Lumber work. Must be quick and accurate. Address Book, Box 2, Grain Dealers Journal, Chicago.

THOROUGHLY experienced man wanted to handle millfeed line for plant in Milwaukee on C. & N. W. Railroad. References required. Address Millfeed, Box 2, Grain Dealers Journal, Chicago.

EXPERIENCED ENGINEER wanted, capable of estimating and designing concrete country grain elevators. State experience and salary wanted. Address: Exchange, Box 11, Grain Dealers Journal, Chicago.

BIDS WANTED for manager for Farmers Elevator Company; must be experienced and furnish references. To take charge March 1st, 1920. Send bids by February 15th to F. J. Loebach, Leonore, Illinois.

MAN 25 to 40 years of age wanted, to handle grain and feed station. Give age, whether married or single, and references in first letter. Do not apply unless you wish a permanent position. Address A. J., Box 2, Grain Dealers Journal, Chicago.

COMPETENT EXPERIENCED man wanted. familiar with hay, grain, for Memphis and surrounding territory. Man with executive ability. competent of handling hay and grain department preferred. In answering advise age, references, salary wanted and how soon can go to work. Permanent and good position to right party. Address Memphis, Box 2, Grain Dealers Journal, Chicago, Ill.

WE DESIRE the services of a man experienced in selling feeds to consumers and dealers and one who can handle a sales staff as a district sales manager in the middle west. We have an attractive proposition for a progressive man who is looking for an opportunity to better himself. We can also use a salesman. Please apply fully, stating experience and giving references. Address K. M. Ronan, 901 Leavitt & Johnson Bk. Bldg., Waterloo, Iowa.

MILLS FOR SALE.

PRACTICALLY NEW W. C. Meadows Midget Flour Mill for sale, complete. Cost \$630.00, used about three months. Will sell at \$400.00 f.o.b. Clarksville, Arkansas. Laser Grain Company, Clarksville, Arkansas.

50 BBL. flour mill for sale or rent. Located in S. Iowa. All necessary machinery. Owner not familiar with milling business. Particulars on request. Trade for S. Ia. land or cash payments. J. N. Weidenfeller, Ottumwa, Ia.

Buckwheat Flour and Feed Mill for sale. Mill in A-1 condition. Nearly all machinery new. A great opportunity for a live young man to own an established business. Good town. Death of president makes selling a necessity. Gilbert & Nichols Co., Fulton, N. Y.

MILL WANTED.

ATTRITION FEED MILL wanted. State size, make, condition and cash price. Address: Erie, Box 12, Grain Dealers Journal, Chicago.

USED BELTING

Large quantity balata, canvas and friction surface rubber belting, A-1 condition. Any size, any length, at prices that are interesting.

National Belting and Salvage Company
600-02 East Water St. MILWAUKEE, WIS.

ADDRESS WANTED.

ADDRESS WANTED of Edw. R. Benson, formerly of Minneapolis, Minn. Address Illinois, Box 2, Grain Dealers Journal, Chicago.

CARS FOR SALE.

CARS! CARS! CARS!..On account of business change we will sell our three first class grain cars at a reasonable price. Standard equipment. Address: "Grain Cars," Box 1, Grain Dealers Journal, Chicago.

WAREHOUSE FOR SALE.

HAY AND GRAIN WAREHOUSE for sale CHEAP. Located in Cincinnati, O., on the Big Four Ry. Side tracks for 10 to 12 cars. Capacity 100 cars. Size 60x200 feet, with 12 feet covered platforms. Ironclad buildings, including 6 Fairbanks Scales and Hay Piling Machine. If interested, write The Cincinnati Grain & Hay Co., Cincinnati, Ohio.

DYNAMOS—MOTORS.

ONE 15 H.P. Fairbanks Morse 1,200 R.P.M. Motor for sale; 3 phase, 60 cycle, 220 volt. Complete with sliding face 9" Pulley and Starter. Guaranteed first-class condition. Reason for selling, have put in 25 H.P. Price \$200 FOB here. Practically new. Address: W. J. Lawson, Chase, Ind.

ENGINES FOR SALE.

Two 25 H. P. Gasoline Engines for sale. Guaranteed good working order. Address: E. Cockrell & Sons, Jerseyville, Ill.

ONE 30 H. P. MUNCIE Oil Engine and 10,000 gallon Oil Tank for sale. First class condition. Berry Brothers Milling Co., Hector, Minn.

BESSEMER FUEL OIL ENGINE will save one-half the operating expenses of a steam plant. Write to the Bessemer Gas Engine Co., Bonner Springs, Kansas.

ONE 16 H.P. ST. MARY'S stationary gasoline engine with friction clutch pulley for sale. Address Charles B. Bower, Helmer, Indiana.

WATERLOO gas engine, 14 h.p., for sale, complete. Has never been used. Price \$300.00. Address Farmers Union Co-Operative Grain & Stock Ass'n., Lodge Pole, Nebraska.

OIL ENGINE For Sale

An attractive Bargain.
New 25 H. P. Fairbanks Oil Engine complete. This engine has never been installed. It can use write us.

The Kennedy Car Liner & Bag Co.
SHELBYVILLE, IND.

SCALES FOR SALE.

NEW AND REBUILT scales of all kinds. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

RICHARDSON AUTOMATIC SCALE for sale, five bushel size. Used one year. Address Farmers Elevator Company, R. A. Maarsingh, Mgr., Lanesboro, Iowa.

60,000 Lbs. capacity Fairbanks Hopper Scale slightly used—\$160.00.

30,000 Lbs. capacity Howe Hopper Scale, good condition—\$125.00.

F. M. Robertson Grain Co., Walker, Ill.

100 BU. HOWE Hopper \$45.00; 200 bu. Fairbanks Hopper \$50.00; 500 Bu. Standard Hopper \$60.00; 100 Bu. Fairbanks \$45.00; 500 Bu. Monarch Hopper \$100.00; 500 Bu. Fairbanks \$150.00. Richardson Scale Co., Wichita, Kansas.

RICHARDSON AUTOMATIC BAG SCALE. New. Suitable for overhead track, complete, used 10 days.

Very cheap.

NATHAN KLEIN & CO. 210 Center Street. New York City.

.3 BU. RICHARDSON Automatic Bagging Scale in perfect condition for sale. Cost \$450.00, will sell for \$300.00 at St. Louis. A bargain for a quick buyer. Wire Howe Scale Co., 512 St. Charles St., St. Louis, Mo.

SCALES REPAIRED AND SOLD
50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.
COLUMBIA SCALE CO.
2439 N. Crawford Ave. - - - Chicago, Ill.



MACHINERY
For Grinding, Elevating and Conveying all kinds of grain of standard makes, from smallest to largest capacities.

NEW AND 2ND HAND REBUILT FLOUR MILL MACHINERY

Big Stock

We have the Largest Stock of 2nd Hand Flour Mill and Elevator Machinery in the World.

Belting, Pulleys, Shafting, Elevator Buckets and Conveyor Bolting Cloth and Roll Grinding.

Write for Net Price Book No. 73-B

B. F. GUMP CO.
THE MILL SUPPLY HOUSE
431-437 South Clinton Street, CHICAGO, ILL.

MACHINES FOR SALE.

FOR SALE: BIG LOT of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiving Separator, Elevators, Shafting, Pulleys and Hangers. 20 carloads of everything in the elevtr. and milling line. A. D. Hughes Co., Wayland, Mich.

TWO NO. 8 Boss Car Loaders for sale. Good as new. Address A. H. Richner, Crawfordsville, Indiana.

BUCKET grain elevator, conveyor and mixers for sale. Address Wm. Rotsted, 483 Kenmore Avenue, Chicago, Ill.

WILL YOU BUILD CONCRETE BINS? We have for sale, cheap, 125 second hand jacks for this purpose. Address Concrete, Box 2, Grain Dealers Journal, Chicago.

NO. 3, three shoe, Emerson Wild Oats Separator, regularly equipped, for sale. Used 30 days, price \$40.00 f. o. b. Address J. R. Lukes, London, Minn.

1 NO. 2 JOLIET Corn Sheller for sale, perfect mechanical condition, practically new, has shelled only 10,000 bu. corn this season. Reason for selling have quit shelling corn. A bargain at \$500.00 f. o. b. Fayetteville, Tenn. Quick sale, need the room. Thornton Grain Company, Fayetteville, Tenn.

REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St.,

Chicago, Ill.

BOILER FOR SALE.

ONE 150 h.p. Babcock and Wilcox Boiler for sale. Also one Stilwell open water heater, 350 h.p. Both in good condition. Address M. M. Vaughn, Nebraska City, Nebraska.

YOU MAY BE MISSING SOMETHING

If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

LEATHER RUBBER BELTING CANVAS STITCHED

An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.

TEUSCHER AND SON MACHINERY SUPPLY CO.

527 N. Second St., St. Louis, Mo.
Send for No. 18A BARGAIN PRICE LIST

A Toll Saver

Here is a letter from a firm you all know, based on its experience over a period of five years with the Universal Grain Code.

POPE & ECKHARDT CO.
Grain

Commission Merchants
West. Un. Bldg.

Chicago, June 2, 1915.

Grain Dealers Journal,
Chicago, Ill.

Gentlemen:—

Since its publication we have made use of the Universal Grain Code continually in communicating with our customers, and we cheerfully subscribe to the fact that it is, in our opinion, a high class medium for the use of the Grain Trade and other lines incident to it. We find it not only useful, but that it is also a very efficient medium in saving telegraphic tolls. Most of our customers agree with us in the opinion we express herein covering the utility and usefulness of the book. Naturally, it requires a little study to become familiar with and to be able to make use of it to best advantage, but we cheerfully recommend it as a reliable and useful code for the purpose for which it is intended.

Yours truly,

POPE & ECKHARDT CO.
WNE:S

This is only one letter. Dealers everywhere who have used it pronounce the "Universal" to be far superior to any code ever published for the Grain and Milling Industries.

Its 146 pages of policy bond paper contain 13,745 expressions for modern, present day, trade terms, every one of which means a saving in tolls to you.

Follow the example of Pope & Eckhardt Co. Stop the leaks in YOUR profit account by sending us your order today. Price \$3.00.

Grain Dealers Journal
315 So. La Salle St. Chicago, Ill.

KEEP POSTED

GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar Seventy-five Cents for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....

Use Universal Grain Code and Reduce Your Tolls.

SEEDS FOR SALE—WANTED

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

OFFICE SUPPLIES.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

OFFICE DESKS, Office and Store equipment for sale. Prices that are "RIGHT." Goods that are more than "RIGHT." Write for MAIL ORDER Catalogue. Wichita Store & Office Equipment Co., 147 N. Emporia Ave., Wichita, Kan.

FOR SALE—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

SCALES SOLD.

"We sold the scales and had sufficient number of inquiries to sell 10 or 15 more scales with it." The Imperial Mills Co., Wichita, Kans.

HELP SECURED.

"We will be able to procure the help we wish from the applications we have in response to the ad." The Quaker Oats Co., Country Elevator Dept., Ft. Dodge, Ia.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

SEED OATS

Have in stock several thousand bushels fancy No. 2 White Oats, weighing 35 lbs. or over. Will sell them at \$1.25 per bushel F. O. B. cars Peoria, Ill.

Send in your order early.

G. C. McFadden & Co.
PEORIA, ILL.

THE
ILLINOIS SEED CO.

CHICAGO, ILL.

We Buy and Sell

Field Seeds

Ask for Prices
Mail Samples for Bids

SEEDS WANTED.

CLOVER SEED WANTED. Mail samples and prices to Walter G. Trumpler, Tiffin, Ohio.

BARLEY—Two Rowed and Heavy White Barley wanted. Send samples. The Quaker Oats Company, Grain Dept., Chicago.

FOR SALE.

ONE BUSHEL EAR CORN CRATES for sale. Write for prices and sample to Wm. Vollbracht Co., Barry, Ill.

SEEDS FOR SALE.

ALFALFA SEED for sale. Address: Johnston Land & L. S. Company, Seward, Nebr.

EXTRA EARLY YELLOW DENT SEED CORN \$3.75 bushel. Cowpeas \$6.00 bushel. W. Wadd Buntin, Route 5, Starkville, Miss.

MEDIUM RED CLOVER SEED for sale. Send for samples and prices. Dadmun Brothers, Whitewater, Wisc.

SEED CODE WANTED

AMERICAN SEED TRADE ASSOCIATION Cipher Code wanted. New or second hand. Address: Paris, Box 8, Grain Dealers Journal, Chicago.

WANTED.

BALED CORN HUSKS, Timothy and Clover Hay, Oats Straw and Grain WANTED. THE HAMILTON CO., New Castle, Pa.

SCREENINGS WANTED.

CORN, WHEAT, Barley, Seed Screenings, Oat Clips and Elevator Offal. Send average sample. Geo. B. Matthews & Sons, 420 South Front Street, New Orleans, Louisiana.

OFF-GRADE WHEAT, BARLEY, Corn or Oats, Wheat Screenings, Corn Screenings, Corn Bran, Oat Screenings, Oat Clippings, Barley Screenings, Barley Chaff or elevator screenings of any kind wanted. Please send samples. B. J. Burns, 324 Chamber of Commerce, Buffalo, N. Y.

BAGS FOR SALE.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

HAY FOR SALE.

HAY I buy and sell HAY
Wisconsin Hay.
Write me your Wants.
Edward Wilkinson
Wilton,
Wisconsin.



Directory Grass Seed Trade

ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Belt Seed Co., The, importers & exporters seeds.

BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass & Dogstail.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.
Illinois Seed Co., The, grass and field seeds.
Johnson, J. Oliver, seed merchant.
Continental Seed Co., seed merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CLAREMORE, OKLA.

The O'Bannon Co., grass seed dealers.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

DES MOINES, IA.

Iowa Seed Co., buyers and sellers.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

FARIBAULT, MINN.

Farmer Seed & Nursery Co., seed corn & grass seeds.

INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.

KANSAS CITY, MO.

Harnden Seed Co., field & grass seeds.
Missouri Seed Co., wholesale exports and imports.
Peppard Seed Co., J. G., wholesale seeds.
Rudy-Patrick Seed Co., wholesale seeds.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.
Louisville Seed Co., clover & grasses.
Wood, Stubbs & Co., grass & garden seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., grass and field seeds.
L. Teweles Seed Co., field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The, Albert, seeds.
Minneapolis Seed Co., seed merchants.
Northrup, King Co., wholesale seeds.

NEWBERN, TENN.

Cole Seed Saver Co., Japan clover wholesale.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.
Doughten, Inc., H. W., grass & field seeds.
Nungesser-Dickinson Seed Co., wholesale seed merchants.
Radwaner Seed Co., I. T., fld. & gr. seeds, ex. imprta.

OKLAHOMA CITY, OKLA.

State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Chesmore Seed Co., field seeds.

ST. LOUIS, MO.

Schisler, F. & G. S. Co., A. W., seed merchants.
Mangelsdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Flower Co., The S. W., seed merchants.
Hirsch, Henry, whole. flour, seed.
Toledo Field Seed Co., The, clover, timothy.

WICHITA, KANS.

Ross Bros. Seed Co., fld. seeds, alf., kaffir, sweet corn.

SEEDS FOR SALE—WANTED

A. W. SCHISLER FIELD AND GARDEN SEED COMPANY
53 Years Service Buyers and Sellers Bag or Car Lots
St. Louis, Missouri

WHITNEY-ECKSTEIN SEED CO.
Wholesale Seed Merchants
BUFFALO, N. Y.
CORRESPONDENCE INVITED

THE HARNDEN SEED CO.
Field and Garden Seeds—Onion Sets
Write for our Surplus List of Garden Seeds
505 WALNUT STREET KANSAS CITY, MO.

TIMOTHY SUDAN RUDY PATRICK
ALFALFA
FEED MILLET SEED CO. KANSAS CITY, MO.

REGISTERED BRAND



MINNEAPOLIS SEED COMPANY

WHOLESALE FIELD SEEDS

HARDY NORTHERN GROWN SEEDS OUR SPECIALTY

ASK OUR BIDS BEFORE SELLING. BUYERS, RECLEANERS, SELLERS. WRITE OR WIRE FOR SAMPLES AND PRICES.

TIMOTHY, CLOVERS, MILLETS

GRASSES, FORAGE SEEDS, SEED GRAINS, PEAS, BEANS AND SCREENINGS

SEED ELEVATOR AND WAREHOUSES:
34TH TO 35TH STS. AND RAILROAD
AVE. SO., ON C. M. & ST. P. RY.

P. O. ADDRESS: LOCK DRAWER 1546
OFFICES: 3444 RAILROAD AVE. SO.
MINNEAPOLIS, MINN.

GRAIN ELEVATORS AND WAREHOUSES:
35TH TO 37TH STS. AND RAILROAD
AVE. SO., ON C. M. & ST. P. RY.

WANTED

Wild Mustard Seed and Wild Mustard Seed Screenings. Send samples and prices. Sunflower Seed and Buckwheat for sale.

P. L. ZIMMERMANN CO.
ST. LOUIS, MO.

IMPORTERS

EXPORTERS

GRASS and CLOVER SEED

Buyers and Sellers of Timothy, Red Clover, Alsike, Alfalfa, White Clover, etc.

NUNGESSER-DICKINSON SEED CO.
New York, N. Y., U. S. A.

H. W. DOUGHTEN, 59 PEARL STREET
NEW YORK CITY

Importers, Exporters and Jobbers **Grass and Field Seeds**

We Are Buyers of NEW CROP ALSIKE and Sellers of D. E. RAPE

HENRY HIRSCH

WHOLESALE FIELD SEEDS
CLOVER—ALSIKE—TIMOTHY—ALFALFA

Our Specialty

All Other Field Seeds

TOLEDO - - OHIO

DEALERS RAPE JOBBERS
SPRING VETCH
ALFALFA
CANARY SEED

I. L. RADWANER SEED CO.

SEED MERCHANTS

IMPORTERS NEW YORK CITY EXPORTERS

The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.
TOLEDO, OHIO

We Buy **SEEDS** We Sell

J. G. PEPPARD SEED CO.
Kansas City, Mo.

WOOD, STUBBS & CO.

(Inc.)

LOUISVILLE, KY.

Ky. Blue—Orchard—Red Top
BUY AND SELL
Also full line Garden Seeds

SOY BEANS

O. M. Scott & Sons Co.
Marysville, Ohio

The S. W. Flower Co.

WHOLESALE
FIELD SEED
MERCHANTS

SPECIALTIES
RED CLOVER, TIMOTHY
ALSIKE
TOLEDO
OHIO

MISSOURI BRAND SEEDS

Specialists

KANSAS GROWN ALFALFA
MISSOURI GROWN BLUE GRASS
MISSOURI SEED CO.
KANSAS CITY, MISSOURI

We are buyers of
Clovers, Timothy and Alfalfa
SEEDS

Send Samples

L. TEWELES SEED COMPANY
MILWAUKEE, WIS.

WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.

SEEDS FOR SALE—WANTED

The Stanford Seed Company, Inc.

Wholesale Field Seeds .. BUFFALO, N. Y.



SIOUX CITY SEED CO.

SIOUX CITY, IOWA

Most Complete Line in the Northwest

Clovers, Timothy, Alfalfa, Seed Corn, Poultry Foods, Etc.

Always in the Market for Your Offerings—Mail Us Sample

Crawfordsville Seed Co.

Crawfordsville, Ind.

F I E L D S E E D S

SEND SAMPLES

of

Timothy, Red Clover, Alsike, Red Top, Hairy Vetch, Bluegrass, Orchard Grass Seed, Rye and Winter Oats, to

The Belt Seed Co.

Importers and Exporters
BALTIMORE

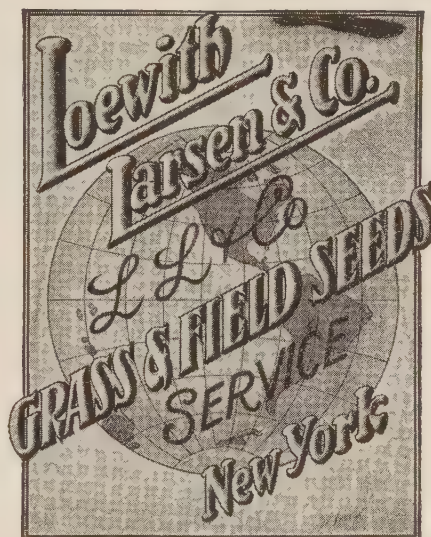
We can offer D. E. Rape, Imported Orchard, Alfalfa, Crimson Clover and Red Clover.

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS



FLOWER, FIELD and LAWN SEED

J. OLIVER JOHNSON

Wholesale

SEED MERCHANT

1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

SEEDS ANY and EVERY
KIND CAR LOTS or LESS

The Nebraska Seed Co.

Omaha, Neb.

Farmer Seed & Nursery Co.

Growers of Northern Grown

SEED CORN, CLOVERS, TIMOTHY
AND ALFALFA

FARIBAULT - - MINN

The J. M. McCullough's Sons Co.

BUYERS—SELLERS

Field and Garden Seeds

CINCINNATI - - OHIO

Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers

CLOVER AND TIMOTHY SEED—GRAIN

LOUISVILLE SEED COMPANY

INCORPORATED

LOUISVILLE, KY.

Headquarters for

RED TOP AND ORCHARD GRASS

BUYERS AND SELLERS

OF ALL VARIETIES FIELD SEEDS

WE BUY SEEDS

Fancy Grains, Clovers, Grass
Seeds, Timothy, Field Peas

*Send Samples for Our Bids
Sample Envelopes on Request*

NORTHROP, KING & CO.
SEEDSMEN

Minneapolis
Minn.

Salt Lake City
Utah

SEED

*We Buy
and Sell
all Varieties
of Grass
and Field
Seeds*

Write to Kellogg

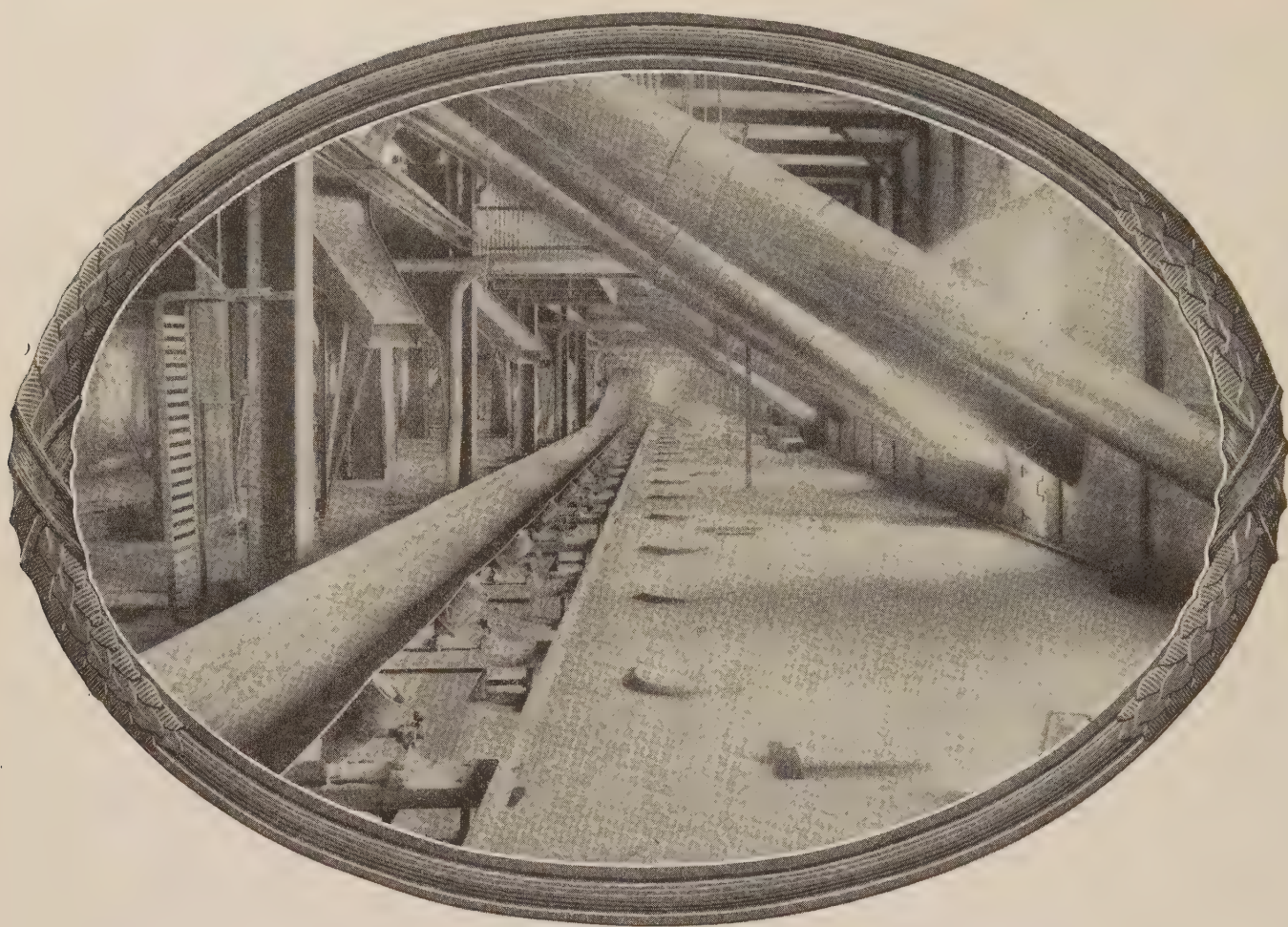
We are paying top-o'-the-market prices for
ALSIKE
RED CLOVER
WHITE CLOVER
ALFALFA
SWEET CLOVER

Send us Samples

Whenever you're in the market—to buy or to sell—in carload lots or less—it will always pay you to write to Kellogg.

Kellogg Seed Co.
FIELD and GRASS
1845 FLORIDA ST. MILWAUKEE, WIS.

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO



GRAINSTER

Grainster Conveyor Belts and Grainster Elevator Belts are the results of careful study and long experience in the manufacture of rubber belting for grain elevator work.

The factories now making Grainster Belts produced the first belts ever used in handling grain, and have since kept pace with every increasing demand of the modern grain elevator.

The value of Grainster Belts has been proven by operators who are interested in the ultimate economy of operation of their plants.

United States Rubber Company



GRAIN DEALERS' JOURNAL

Published on the
10th and 25th of Each Month at
305 So. LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

SUBSCRIPTION RATES to United States,
semi-monthly, one year, cash with order,
\$1.75; two years, \$3.25; three years, \$4.65;
single copy, 10c.

To Foreign Countries within the Postal
Union prepaid, one year, \$5.00; to Canada,
\$2.50.

THE ADVERTISING value of the Grain
Dealers Journal as a medium for reaching
progressive grain dealers and elevator men
is unquestioned. The character and number
of advertisements in its columns tell of its
worth. If you would be classed with the
leading firms catering to the grain trade,
place your announcements in the Journal.

Advertisements of meritorious grain ele-
vator machinery and supplies and of re-
sponsible firms who seek to serve grain deal-
ers are solicited. We will not knowingly
permit our pages to be used by irresponsible
firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those
engaged in the grain trade, news items, re-
ports on crops, grain movement, new grain
firms, new grain elevators, contemplated im-
provements, grain receipts, shipments, and
cars leaking grain in transit, are always
welcome. Let us hear from you.

QUERIES for grain trade information not
found in the Journal are invited. Address
"Asked-Answered" department. The serv-
ice is free.

CHICAGO, JANUARY 25, 1920

CLOVER SEED has become so valuable
many grain elevators are being broken into
by thieves and dealers will suffer more losses
during the next few months unless extra pre-
cautions are taken to protect their property.

A GRAIN DEALERS' jubilee in celebra-
tion of their deliverance from government
regulation and restriction, June 1st, is sug-
gested by the Secretary of the Indiana Ass'n.
Every grain dealer will feel like flying then.
Why not buy?

DUST EXPLOSIONS were more numer-
ous during 1919 than any previous year and
they will continue to be numerous and destruc-
tive unless those in charge of the operation
of grain handling plants exercise greater care
in removing dust, ventilating their working
stories and in keeping lights and flames from
all dusty atmosphere.

FIRE EXTINGUISHERS of different va-
rieties are to be found in ever increasing num-
ber in country grain elevators. Not only does
this fire fighting apparatus increase the chance
of fires being extinguished in their incipency,
but they give emphatic proof of the fact that
the manager is actively interested in protect-
ing the property from fire.

HESSIAN FLY reports indicate greater
damage to winter wheat than for many years.
Complaints are coming from all sections of
the winter wheat belt. Not much complaint
is being made of winter killing, but everyone
seems to fear the result of the Hessian fly's
work during the late fall. The April condi-
tion report will be awaited with much
anxiety.

AGITATION of trade troubles makes for
permanent reform. Let us hear from you.

STERLING at \$3.55 does not spell heavy
exports of foodstuffs from the United States
to England.

FAIR PRICE COM'ITES who assume to
to dictate to the country grain buyer what
he shall pay for wheat have no official au-
thorization by state or federal governments
and should be ignored.

WHEN you see a car leaking grain make
it your first duty to have it listed in the grain
trade's *Hall of Shame*, that is our column
devoted to reports of cars seen "Leaking
Grain in Transit.

THIRTEENTH of January may prove to
be an unlucky date for those dealers who
have wheat on hand 45 days after the date
of the Grain Corporation's announcement of
the expiration of the agreement.

RYE is a small crop in the United States
each year, compared with the immense crops
of this cereal grown in Central Europe and
Russia; and the prospect that southeastern
Europe may be a shipper by reason of the
removal of the economic blockade is no doubt
a factor in the recent drop of 20 cents in
the price.

MANY of the life long grain dealers who
have been prompted by the spirit of unrest
to get out of the regulated grain business
are now longing to get back into the business
they understand. The Grain Corporation will
soon terminate its activities and the meddling
Federal Trade Commission may be abolished
so a lover of freedom may have a chance to
enjoy business.

"WELCOME" is the cheery slogan painted
over the entrance to the driveway of a large
new elevator at Bruce, S. D. So many agit-
ators are actively engaged these days in con-
vincing farmers that the elevator manager is
against them, that it behooves the manager to
indulge in an extra effort to convince every
farmer to the contrary, not by argument or
claim, but by action. Make them feel wel-
come.

THE MONTANA Trade Commission's or-
der requiring merchants to mark articles for
sale with both the invoice and selling price
has been killed by a decision of the United
States Court at Helena holding the statute
unconstitutional in so far as it empowers the
Commission to fix prices. The same Com-
mission is attempting to dictate to millers
how much flour and feed they shall give in
exchange for wheat or what toll shall be
taken.

THE LONG list of advantages of building
grain storage bins of fireproof material was
swelled one more last week, when a large
cribbed elevator at Denver, containing over
200,000 bushels of wheat, was saved from de-
struction by large concrete tanks which had been
built between the wood elevator and the mill
which was burned. Evidently the owners
built the tanks between the two wood buildings
for the specific purpose of providing a fire
wall, and when the fire came, they were not
disappointed.

ONLY four months more of Government
interference with the wheat trade unless the
apathy of the wheat handlers encourage the
politicians to extend Government control for
another year. Wheat handlers who have con-
victions on Government regulation should not
hesitate to communicate frequently with their
representatives in Congress.

THE BROTHERHOOD of Railway
Trainmen has announced that it would
soon issue an ultimatum to the U. S. Railroad
Administration demanding certain wage in-
creases. All trainmen are already greatly
overpaid and many of them are doing little or
nothing for what they receive. Unwarranted
increases in the cost of transportation is the
greatest contributor to the people's h. c. l.

SAMPLE BOXES or drawers are now be-
ing built in many driveways for the purpose
of keeping type samples close at hand for the
guidance and assistance of buyers in classi-
fying their purchases. The elevator man who
carelessly spouts each load of grain into any
bin affording room for it, is no longer entitled
to a place in the house. Today purchases of
any kind of grain must be carefully and in-
telligently classified, if the grain is to be
bought right and sold at a profit.

EXPERIMENTS in killing weevil and
other insects infesting grain and grain prod-
ucts through the use of electrical sterilizing
apparatus, has not proved successful; how-
ever, elevator operators who have raised the
temperature of weevil infested grain to 120
degrees, are enabled to remove all weevil
from the grain with a light blast of air. In-
asmuch as heat kills the larva as well as the
live weevil, no further trouble is experienced
from the insects previously destroying the
grain, or their progeny. The loss suffered an-
nually as the result of the destructive work
of weevil, is surely sufficient to justify greater
efforts in exterminating the pest.

FORGING bills of lading for the purpose
of getting money from the banks is not al-
ways safe. Herman J. Blumson, ex-president
of the Star Cereal & Mill Co., of Chicago,
who adopted this means of swindling Chicago
banks, was arrested upon his arrival in Jo-
hannesburg, and is now on his way back for
trial. A few swindlers who have used ship-
pers' orders Bs/L successfully, have made a
safe get-away, and the wonder is more have
not attempted to profit by such forgeries, be-
cause the practice of the railroads in giving
out blank order Bs/L to whomsoever may
ask for same, is a vicious practice. The rail-
roads should be forbidden to give out blank
Bs/L without being made responsible for
them. All such bills should be numbered con-
secutively at each station where issued, and
filled in, stamped and signed by the agent in
ink. With such precautions, fewer bills would
be forged. No railroad company would think
of giving out passenger tickets until their
money value was received, and not until it is
received, do they ever date them with the
station's dating stamp. Why not extend such
protection to S/O Bs/L?

THE CHAIRMAN of the House Com'te on Agriculture has been convinced by the visit of a com'te of the Grain Dealers National Ass'n and the American Feed Manufacturers Ass'n that it is unfair to require manufacturers to divulge their trade secrets of composition of mixed feeds, and in any bill to be drawn up will be satisfied with a true statement of the valuable and fibrous ingredients in minimum and maximum percentages. This educational work by the trade com'tes was made easier by the fact that the same questions have been threshed out in 25 states which have already embodied in their laws the recommendations of the trade.

BUSINESS ETHICS is not entirely a new thought to grain association work, but Mr. Reimann in his address before the Indiana dealers, pointed out a higher opportunity for those engaged in the grain business, and we feel certain that his inspiring suggestions will find a ready response in the hearts and minds of many grain trade leaders. One of the most commendable works growing out of grain Assn work, is that the business throughout has been placed upon a much higher plane than it was in pre-association days, or that it could ever hope to be without the influence of the associations. All grain trade organizations have helped to make not only for better conditions, methods and customs in the business, but they have helped to raise the character standards of the men in the business.

THE TAX on freight charges looks to Internal Revenue Collector Roper, like a splendid opportunity to increase the Government revenue, and he has recently issued a ruling designed to enforce the payment of taxes on all back freight charges of grain for export, even though billed for export and stopped only for transferring from box car to ocean vessel. Everyone recognizes the rule as unreasonable and unfair, and no doubt a vigorous effort will be made to secure a different interpretation of the law by the courts. In the meantime shippers can minimize their liabilities by refusing to sell grain for export, except that buyers assume liabilities for any tax on the transportation charges, which the Government may hereafter be able to collect.

SHIPPERS and good citizens everywhere should give all encouragement possible to the conference com'te of the House and Senate which is considering railroad legislation, to the end that a fair means be provided of adjusting labor troubles without strikes. The labor lobby is insisting on their right to quit work in a body and tie up the entire railroad system, and a few legislators are weak enough to yield. The policemen's strike in Boston was one lesson, and the electric light workers strike at Chicago last week was another. Here all the men walked out because they had not been consulted as to who should be their foreman, leaving the fires under the boilers untended and the city in darkness. The great mass of the American people will welcome the issue thus thrust upon them by the labor misleaders. The labor lobby will eventually succeed in convincing the people that the only way to assure continuous public service is to make it a criminal offense to strike.

THE FEDERAL Trade Commission must have burning ears all the time these days, for nearly every trade organization which convenes adopts resolutions or motions condemning some of the work or meddling policies of this useless subterfuge, for placing incompetents on the Government payroll.

THE GRAIN dealer who will not read of the experiences of his brother dealers must expect to be called upon for many annual contributions to the expense fund of the School of Daily Experience. Close reading and study of one's business problems is far less expensive and more profitable.

THE DISCOUNT rate has been advanced to 6% by the Federal Reserve Bank, so that Commercial Bankers will soon have to charge 6½ to 7% for money. This will crowd all holders of foodstuffs to market their products, and pay their notes, and this will of course increase the demand for cars.

FAIR PRICE COMMITTEES, an invention of the war, are now being used in several counties of western Kansas in an attempt to bulldoze local grain buyers into paying more for wheat than the Government basis price justifies. As is cited in our report of the recent meeting at Hays, Kansas, elsewhere in this number, the farmers are using this ill-advised recommendation of the so called Fair Price Committee; however buyers experienced in the chances of the wheat market will not accept such dictation.

FIRE which starts in the cupola of an elevator can generally be directly attributed to friction in the elevator head. Two such fires—one in Texas, one in Michigan, are recorded in this number. While the cause is generally attributed to friction, the real cause is laziness upon the part of the man instructed to oil the bearings. Many elevator heads are equipped with shafting and bearings entirely too small for the work they are required to do. The load carried by a leg when engaged in elevating wheat all day long, gets to be quite burdensome, and even though large shafting and bearings be employed, ample lubrication is still essential to the reduction of friction.

ASSOCIATIONS of Grain Dealers in all sections of the country, report marked increases in the number of members. This reflects two things quite prominently; first, the Associations are rendering a more efficient service to their members, and naturally attracting to their membership roll all progressive grain dealers who are disposed through desire or opportunity to give more intelligent attention to the problems of the grain trade. The work being done by the Associations is generally of the character that merits the hearty support of every grain dealer, because the organizations are making for better conditions, practices and customs, and through their arbitration committees are educating their members to a clearer conception of fair dealing. The rapid growth of the last year, should prompt the dealers of unorganized territory to get together.

REPORTS from builders and supply men indicate an early demand for grain elevator improvements, and some builders are confident 1920 will be a record year for grain elevator improvements long before snow flies; so it would seem to be up to dealers who propose to build or improve, to place their orders early.

MANY GRAIN exchanges have become so infected with the spirit of progress they are now planning handsome and commodious new quarters. Peoria, Milwaukee and Kansas City will soon start the erection of new homes that will be creditable monuments to the grain business. Fort Worth, Wichita and Hutchinson exchanges are also planning splendid improvements, while the Chicago Boards of Trade will delay the erection of its new building until materials and labor are obtainable at more reasonable figures.

THE RECEIVER of a telegram, according to a decision of an Indiana court quoted in "Supreme Court Decisions," this number, is not bound by the contract between sender and telegraph company limiting its liability to the amount of the toll received for the service. Evidently the telegraph companies are determined to avoid all their responsibilities to their customers if possible, and will fight in the courts any claim holding them liable for damages for error or delay. Such a stand makes for inefficient and unreliable service, so it behooves every careful grain merchant to codify all telegrams and immediately confirm by mail, thereby reducing the chance for loss due to error or delay on the part of the telegraph company.

Stopping Shortages by Correcting Causes.

The long continued fight of all organized markets against shortages in grain shipments, and the persistent efforts to learn the cause of each shortage and take steps to prevent a repetition of such loss of grain, is most commendable, and it is this honest effort on the part of the various organized markets to protect the property of the grain shipper against wanton waste, which makes the market safer and more attractive to the average shipper.

Not only have weighing facilities been greatly improved during recent years, but the scale inspectors of the various markets, through their many conferences have become posted regarding the leaks which commonly result in loss of shippers grain. These defects are being corrected, and the Exchanges are even going into the matter of transportation in a way that must eventually force the careless carrier to pay every grain shortage claim without hesitation.

The various reports of the trade on leaking cars, and the many defects in the cars commonly tendered grain shippers for the transportation of their property has removed most of the doubts as to the real causes of shortages in grain shipments. When the carriers exercise the careful supervision of box cars and grain loading given by the Santa Fe, the trade will experience a delightful reduction in shortages and loss controversies.

Getting Box Cars.

The scarcity of cars has so interfered with the marketing of grain by farmers in many different sections, that in Indiana and western Kansas we find them very much aroused. They wish to realize on their grain and pay their bills, and of course the elevator operators would be very glad to accommodate them, but at many stations the elevators are full of grain, and few if any cars are obtainable. Some of the banks are also calling for their money.

The U. S. Railroad Administration has made many promises of freight cars, but the cars are not forthcoming in such a condition or number as to relieve the congestion. The Grain Corporation in the hope of crowding grain onto the market, has asked for an amendment to its agreement with all licensees so as to permit the discontinuance of payment of storage on wheat held in country elevators. The Grain Corporation is moving large quantities of wheat from central storehouses, so there will soon be plenty of storage room to accommodate all the grain now delayed at country stations; but first of all transportation facilities must be provided.

The poor service being rendered by the U. S. Railroad Administration may be intended as a hint that higher rates of freight are necessary in order to get the service needed; however, the fact remains that the service rendered is the poorest rendered the shipping public for many years, and shippers generally are agreed that the delays and poor service have added greatly to the cost of doing business. If investigation proves that efficient transportation cannot be supplied at existing rates, it would work a great economy to business generally and especially to the grain trade, to increase the rates to a point where the railroads will be operated efficiently.

Some traffic officials insist that we must expect inefficiency and waste so long as the Government is in control of the operation of the railroads; while that is no doubt true, it will take many months for the railroads to get rid of numberless incompetent and unnecessary employees, and to re-organize their working force upon an efficient basis. The railroads carried the freight traffic of the country before the war at rates much below the present schedule, with less waste and delay, and we doubt not that experienced traffic officials will be able to work great improvement within a few months, unless the Government takes steps to encourage the Railway Brotherhoods to tighten the stranglehold given them by the Adamson eight hour law.

The patience of the shipping public is well-nigh exhausted, producers are up in arms and consumers will also rise up unless steps are soon taken to effect relief of the congestion of transportation facilities. High interest charges will soon wipe out any profits would-be shippers may have in grain; they must have cars or the sheriff will get them. Some Indiana shippers have secured cars by wiring to their representatives in Congress as well as to the Director General of Railroads, and in this way they have pushed the local car distributors to action. To get cars today, the would-be shipper must vigorously and

vigilantly pursue everyone who has an ounce of influence, with letters and telegrams.

The Western Grain Rate Re-Adjustment.

Perhaps no decision ever given by the Interstate Commerce Commission will have an effect so far-reaching as that of Commissioner Woolley published on pages 164 and 165 of this number.

The new grain rates that will be published in compliance with this opinion will take from and add to the territory tributary to the different markets. So far it seems clear that Milwaukee and Chicago will be strengthened and Minneapolis will lose by the change in rates which grew out of the 25 per cent rate advance due to the war.

Too many rate schedules, particularly those prepared many years ago by railroad managements, have been a hodge-podge of compromise between conflicting interests with more or less financial, political or individual influence. That the Commission in this opinion seems to be deciding several different questions on the basis of the principle involved is encouraging; as, if a principle is just, its application should work out impartially to all markets.

Altho this opinion will adversely affect its vested interests the city of Minneapolis will always be one of the world's greatest wheat markets because of its great flour mills and the many interior mills dependent upon it for supplies.

Overloading Cars by Government Order.

Complying with a recommendation issued from the U. S. Dept. of Agriculture and the U. S. Railroad Administration a Texas shipper loaded 91,400 lbs. of corn in a 60,000-lb. capacity car, by filling the car to within 24 inches of the roof. The car was accepted by the railroad company, but the connecting line refused to handle car and transferred corn into two different cars, because of alleged overloading.

On account of the delay the buyer made claim against shipper for \$180 damages and was awarded \$114.25 by the arbitration com'te.

This loss, growing out of a good faith compliance with recommendations of a government authority is an example of the results of government interference with private business. It is small satisfaction to a shipper who has tried to follow the instructions of these meddlers to be told by the Executive Com'te of the Ass'n that he has a claim for \$114.25 against the railroad company whose agent accepted the overloaded car for shipment at point of origin, on the ground that the agent ought not to have accepted the car. Just how much standing in court a shipper would have who brot suit against a railroad company for accepting a car loaded by the shipper himself is a problem that can be solved only by such clever chaps as compose the Federal Trade Commission.

Business men who believe in and enjoy being regulated and restricted by pinhead politicians shud get their views before the Congressional Com'te now investigating the Federal Trade Commission.

To Recover Loss Due to Government Price Fixing.

Grain dealers in many other states will view with approval the steps being taken by a com'te of the Texas Grain Dealers' Ass'n to recover the loss sustained by dealers who had wheat in store when the government ruined the milling market by putting down the buying price to \$2.18 delivered.

This wheat had cost dealers in Texas, Oklahoma, Kansas, Missouri, Illinois and some other states, \$2.60 and up per bushel.

It is hoped that dealers in Texas will give their com'te proper co-operation in the presentation of facts. The method of procedure worked out by the Texas com'te may serve as a model for dealers elsewhere.

The basis taken by the com'te to establish the loss is the first sale made after Aug. 11, 1917, by each dealer.

Millers were guaranteed 25 cents per barrel profit. Railroads, telephone and telegraph companies and labor organizations were guaranteed their pre-war standard of profits. It is not too much to ask the government at the least to pay the grain men their losses due solely to government interference, with prices.

1919 Accidents.

The alarming increase in the loss of life due to preventable accidents has resulted in increased activity on the part of the National Safety Council, the Secretary of which reports that over 80,000 men, women and children were killed in the U. S. last year through accidents.

We know that more men lost their lives in grain elevators last year than any previous year of record. Most of the casualties were due to grain dust explosions; however, the fact remains that the figures are appalling, and it is the first duty of the living to inaugurate and vigorously conduct safety campaigns, which shall effect a marked reduction in the great number of disastrous accidents.

Every grain elevator man who stops to think, knows full well that many of the accidents in and about his elevator, could have been prevented had precautions been taken to correct the known dangers. Much of the moving machinery has long since been well guarded in many industrial plants, but the carelessness of workmen in removing the guards, and treating moving machinery with contemptuous disregard, continues to take a large daily toll of human lives.

The living all admit this is unnecessary and a crime against humanity, but the slaughter continues. The only remedy lies in the eternal vigilance of both employer and employee. Known hazards must be removed, corrected, guarded and the workmen protected against such accidents.

SCALES seldom get the attention needed if the report of the Indiana Weights & Measure Dept. is a fair indication of the condition of all wagon and truck scales. Out of 1000 wagon and truck scales tested last year 25% were found to be in accurate. The losses you suffer owing to incorrect weights obtained on your own scales are not repairable, but the scales are.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Cars Fail to Materialize.

Grain Dealers Journal: The much advertised plans to put large numbers of empty grain cars thruout the Middle West to relieve the acute shortage, has apparently failed to materialize.

A letter from one of our friends in Western Illinois, tells us that the road he is on has been using in that territory box cars for handling ice, which in his opinion should have been distributed to shippers for grain loading.

The Railroad Administration has ordered that preference be given to loading wheat bought of the Grain Corporation so it can be shipped to mills who are badly in need of it to grind. Many available empties are in bad order, so everything considered, the outlook is not very bright for the movement of any particular volume of coarse grains to mill centers.—W. H. Perrine & Co., Chicago, Ill.

More Car Shortage.

Grain Dealers Journal: Under the present railroad system we are able to get only two cars a month, consequently we have had from 15,000 to 18,000 bus. of wheat in the elevator for the last five months.

On account of this condition farmers in general in our territory have purchased trucks. Now thousands of bushels of wheat are passing thru our little city going distances of from 20 to 30 miles. The mills seem to be favored by the railroad.

This condition exceedingly hurts business in our community.

I have done all in my power to get cars; but, like all others, have accomplished little.

Country buyers have been doing their best, yet have been abused in many instances.

We have 152 stockholders that wanted to deliver 300,000 bus. of wheat to this elevator. All except 75,000 bushels have been forced to other houses. We therefore have been compelled to buy wheat from the farmer on a wider margin than we would have taken under normal conditions. All we can do is our best.

Speaking for many country buyers, I can truthfully say that conditions have been and continue to be very unsatisfactory.

We still live in hopes and expect a speedy recovery from these trying times.—Ira Rankin, mgr. Kinsley Grain and Lumber Co., Kinsley, Kan.

Real Need of Indexed Compilation of All Arbitration Decisions.

Grain Dealers Journal: All arbitration decisions rendered by National Ass'n Arbitration Boards should be printed on good paper of the same size and color so they could easily be inserted in a loose leaf binder properly indexed and cross-indexed and classified for quick reference.

In our opinion, 90% of the grain dealers of the United States would subscribe to issues of these decisions and keep a loose leaf binder for holding these decisions and classifying them for ready reference. We believe the grain dealers would be willing to pay an extra good price for them. We believe it would be the means of causing more grain dealers to get better posted and keep out of trouble. They would refer to these decisions quite often in order to play safe

in their trades; they would refer to these decisions before going into arbitration cases to see whether or not it might be better to settle at once and save the arbitration fee and time and trouble in preparing their case.

While it seems there has been more or less talk every year for several years about doing something of this kind, we think there should be some action. If thru the columns of your paper you can start something or do something to help put this thing over, we know a great many grain dealers will join us in a vote of thanks for your trouble in the matter.—Yours truly, Strong Trading Company, Wichita, Kan.

Clear Freight Tariffs and Equitable Rates Needed.

Grain Dealers Journal: Who will be the first to let prices down, or are they up to stay?

The railroads have doubtless been the most influential factor under Government management, reducing the work days to eight hours, equivalent to a corresponding reduction of 20% in railroad men-population, and setting the basis for other classes of labor. Production is therefore decreasing and consumption going full 100%.

To the Grain Man the railroad problems have been enormous, numerous, and terribly complicated, as well as oftentimes being ruinous. When the Government turns the railroads loose, we reasonably may expect many more changes.

Is it possible to get the number of tariffs reduced with fewer exceptions; with more permanency, and fewer amendments with Grain, Hay, Seeds and Feed publications, unmixed with Sauer Kraut, Feathers, Scrap Iron, &c.?

Is it possible to have established by law, rate quoting agencies, conveniently located regionally, whose quotations would bind the companies interested?

When the General Freight Offices disagree as to meaning of Tariffs, is it fair to expect shippers to understand them?

Any number of cases can be cited proving conclusively the foregoing implied charge.

Then as to equipment. In the writers 30 years experience the railroads have never been able to handle an ordinary crop expeditiously. Ought not carriers be compelled to provide necessary equipment to move crops with less delay even if higher rates are necessary? Freight charges are frequently of secondary importance.

Much of it would be idle perhaps half the time, but so are threshers, gins, oil mills, compresses and many other industries, which arrange to handle certain commodities expeditiously at proper time.

Ought not water rates for railroads be cut out? Let Steam Boats and Ships do the work if shippers want the low rates unprofitable to railroads and charged to other business? For instance 6c per cwt. on Grain from Memphis, Tenn., to Mobile, Ala., and several times as much to many intermediate points. Many such inconsistencies.

Other rates are also grossly uneven. From here to Kansas City on Corn, 34½c. To Chicago 43c, or 8½c from K. C. to Chicago, about ¼ as much for about same distance.

From here to Lake Charles, La., 31c. Same to New Orleans, about double the distance. Kansas City Group Points to Louisiana points 31c, same as from here; 5c balance from here to Galveston on Interstate business, 24c on the Intra-State.

Would like for some expert railroad man to harmonize these apparent inequalities.

We think railroad officials should be paid adequate salaries, but some of them look mighty big for non-competitive (as far as rates are concerned) business.

But above all, we need efficient service in all departments.—Yours truly, J. A. Hughes Grain Co., Howe, Tex.

Clever Directors of Farmers Elevator Co.

Grain Dealers Journal: The former manager of an elevator which I managed at Barber, Mont., ran the Farmers Elevator Co. \$27,000 in the hole. I lost my job there when the mortgage was foreclosed Apr. 10, 1919.

A peculiar legal point has arisen with regard to the liability of the directors of the farmers company who all had signed up personally on notes for the above amount, and this case will come up next March or April at Roundup, Mont.

All of those directors who were financially responsible turned their farms into a corporation and employed themselves as managers to get away from having their property attached. Whether this will stick or not the court decision will tell.—W. A. Clark, Whitetail, Mont.

Box Car Equipment.

Grain Dealers Journal: It is my candid opinion that no relief is to be expected from the railroad administration in the matter of furnishing box car equipment and no improvement can be hoped for until the roads are turned back to private ownership.

To illustrate: When the government took charge of the railroads, the Atchison, Topeka and Santa Fe system had the largest supply of box car equipment of any road in the west, and practically all of this equipment was in good physical condition. Santa Fe officials assert that about the time the 1919 wheat crop was ready to move they were ordered to turn a large part of this equipment over to foreign lines, and instead of same being returned to them, the equipment that was returned, was in such physical condition that repairs were necessary before being fit to handle bulk grain.

On Friday, Jan. 16, an order was made by the Railroad Administration to utilize from 50 to 70% of cars reaching terminal markets where government owned wheat was stored, and later, sold to millers, for the purpose of delivering this wheat to the millers holding warehouse receipts. There is approximately 12,000,000 bushels of this wheat in store at the large primary markets and the taking over of the limited supply of equipment obtainable for the purpose of moving this wheat out of elevators to the mills, will further restrict the use of cars to relieve country elevators.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n, Topeka, Kan.

Farmers Holding Corn.

Grain Dealers Journal: Not much is doing in the country at this time. Old "Farmer John" as a representative of the whole community comes into the office each day, saying he's here to find out just how far off the Corn King is (in his opinion) on the price of this and other cereals that the poor and hard-working farmer works night and day to raise so the unappreciative dealer and public may not starve.

I get busy and look over all the office and finally find my little price card and tell him in a polite and easy way just what the market is.

"What, is that all? Why, they are paying more than that in Chicago, just delivered there. I'll be darned if I sell for that, and what's more, this darned concern won't ever get one more kernel of my grain. But, say, do you think the price is going up?"

I would like to reply, "You know, I don't," but I wouldn't dare say that. I do say, "If I really knew I would soon make enough money to follow these special shipments, now gone from this dry country."

"Well, anyway, I won't sell for that. I'll just hold on and take less money if I have to."

So I, for one, have just decided that the next time old Farmer John comes in I'll just ask him what the market is instead of him

asking me. I think in that way we could get on better and probably do more business with each other. There is quite a lot of corn here yet and not moved or moving. They are all Johns and waiting for more money.—L. L. LaDue, Castana, Ia.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

To Generate or Buy Electric Current?

Grain Dealers Journal: Will readers of the Journal please inform us thru Asked-Answered column whether it would be more practical to produce your own current or to buy it from a power company at 6 cents per kilowatt hour, using about 3,000 kilowatt hours per month?

We would like to hear from any country elevator man using a crude oil engine of about 75 h.p. direct connected to a generator to run a feed mill and grain elevator having individual motors.—G. Lee Barnes, sec'y Three Rivers Co-operative Ass'n, Three Rivers, Mich.

Diagram of Cash and Future Grain Prices?

Grain Dealers Journal: In the November Journal we observed an interesting diagram comparing the prices of cash corn and oats and the future delivery by weeks.

Can the Journal furnish a similar diagram showing the rise and fall of the markets up to the end of 1919.—The Early & Daniel Co., Cincinnati, O.

Ans.: A continuation of this cash grain fluctuation chart appeared in the Journal Dec. 10, page 1021; Dec. 25, page 1110, and the current number contains elsewhere the diagram up to date, Jan. 10, 1920.

The present chart is based on the May delivery, the earlier diagrams embraced the cash and December delivery.

Cars Leaking at Different Markets.

Grain Dealers Journal: In the Nov. 25, 1919, issue of the Grain Dealers Journal, on page 931, are given some figures regarding leaking cars arriving at Chicago, Milwaukee and Peoria during the months of July, August, September and October, this year. We wonder if the Journal has available the same facts regarding the number of leaking cars arriving at Minneapolis, Omaha, Kansas City and St. Louis. If so we would appreciate having them.—H. R. Miller, mgr. Richardson Scale Co., Omaha, Neb.

Ans.: Cars arriving showing evidence at destination of having leaked in transit are reported, for Minneapolis on page 845 of Nov. 10; and for other terminal markets on page 928 of Nov. 25, and page 1019 of Dec. 10 numbers of the Journal.

Verbal Contracts to Buy Farmers' Grain Knocked Out.

Grain Dealers Journal: We notice an item in the last number of the Journal to the effect that we had lost our suit in the District Court against Elmer Groat, suing for breach of contract. The facts in the case are: Mr. Groat on the stand under oath testified that he had sold us the grain in question for ten days delivery. He contended that if we had a right to cancel the contract at the expiration of the ten days he also had the same right. The jury decided that he had, and that the

contract expired at the end of ten days. At the end of ten days the market had advanced 10c per bushel and we found we were holding the sack. It looks to us as if a verbal contract is worthless even when proven by witnesses.—Respectfully, Farmers Elevator Co., T. A. Pfund, Mgr., Badger, Ia.

Editor's Note: To make an oral contract good in Iowa it is necessary to deliver part of the merchandise or to pay part of the purchase price. Proof by witnesses is of no avail. The Iowa law provides:

Iowa code 1897: Sec. 425. Statute of frauds—contract in writing. Except when otherwise specially provided no evidence of the following enumerated contracts is competent, unless it be in writing, and is signed by the party charged or his agent. 1. Those in relation to the sale of personal property, when no part of the property is delivered and no part of the price paid.

Capacity of Car Ordered.

Grain Dealers Journal: Supposing I have a small quantity of grain to ship and that when I order a 50,000-lb. car the agent advises me they have no such car do I have to hold my grain until I can load a larger car, or does the railroad company have to furnish me with a car for what grain I have?—J. E. Duncan, Lamberton, Minn.

Ans.: The C. & N.-W. on which Lamberton is situated owns 1,280 box cars of 50,000 lbs. capacity; and if it chooses not to furnish any of these the railroad company has the privilege of furnishing a larger car, one of the numerous 60,000-lb. cars. When such larger car is supplied on an order for a smaller one the shipper is chargeable with the minimum that he could have gotten into the car ordered. To protect himself from an overcharge he should have noted on the B/L "60,000 capacity car furnished for 50,000 capacity car ordered."

Recovery for Delay.

Grain Dealers Journal: On March 22, 1918, we loaded with oats CPR 128398, and consigned to the Urmston Grain Co. at Buffalo, N. Y., with instructions to sell immediately on arrival. This car arrived in Buffalo April 2, 1918, at which time oats (3 whites) were worth 96 cents per bushel. This car was not located for sampling for 15 days, piling up demurrage against us to the amount of \$92.70, which amount we were only able to collect by assistance of the Journal on Dec. 10, 1919. This car was sold for our account on April 17 at 84 cents per bushel. We wish to know if it is possible for us to collect the loss in value of this car, amounting to about \$200.—G. W. Shepard & Son, Christiansburg, O.

Ans.: The railroad company is liable in damages for the delay; and the measure of damages is the difference in the value when the shipment arrived and when it ought to have arrived. Claim agents are reluctant to pay damages for delay and will often stand suit rather than pay. Their argument is that if the price had advanced during the delay the shipper would have pocketed the profit. This is no legal defense, and the carrier can be compelled to make good loss due to arrival long after the customary time in transit. The same rule applies to delay in locating car for sampling.

As reported in the Grain Dealers Journal Vol. 42, page 409, the Supreme Court of New York on Jan. 24, 1919, gave Louis Meyer judgment against the New York Central for a similar case of delay at destination. A car of beans arrived at New York Sept. 25, but the railroad failed to give buyer notice of arrival until Nov. 5. This case also was reported in 174 N. Y. S. 93.

The Supreme Court of Minnesota, as reported in the Journal Vol. 42, page 413, gave the National Elevator Co. judgment against the Great Northern on account of delay in moving a car of wheat from Baker, Minn., to Sandstone, Minn., taking 8 days, when the usual time is 2 to 4 days. The court gave shipper damages for decline in market value.

The Appellate Division of the New York Supreme Court gave the Burns Grain Co. judgment against the Erie Railroad Nov. 20, 1918, for delay in moving a car of corn from Buffalo to Port Jervis, as reported in the Journal Vol. 42, page 57, holding that carrier's defense that delay was due to congestion was no defense, as carrier knew of the congestion when it accepted the shipment and failed to notify shipper it was subject to delay. The foregoing

three cases are fully reported in the Journal. Following are the syllabi of some other cases in which the shipper got judgment.

Carrier Liable for Delay.—A shipment having been accepted for transportation without notice to the shipper that there was a shortage of cars and an unprecedented amount of business, the carrier should be held liable for damages for unreasonable delay.—M. K. & T. Ry. v. Early-Clement Grain Co., Court of Civil Appeals of Texas, 124 S. W. 1015.

Carrier Liable for Delay During Decline in Market Price.—A carrier is liable for loss on the value of property entrusted to it for transportation, which results from a decline in the market price pending the carrier's negligent delay in forwarding the consignment to its destination.—Jett & Brooks v. Southern Ry. Co., Supreme Court of Tennessee, 169 S. W. 767.

The Elevator and Its Surroundings

By A. V. CHAPMAN

Country elevator managers have the opportunity of being of distinct service to their community by taking the lead in the upkeep and appearance of their plants. Too many elevators are a liability, rather than an asset, to the town so far as looks are considered. Too many betray a slipshod and rundown appearance; lacking in paint, boards and shingles loose, litter scattered around and rubbish collected. The elevator usually is a prominent object. Nearly always situated near a railroad track, a poorly kept elevator may give an impression to passengers in the train that the town really does not deserve.

Going a step farther, it requires no great investment of time or money to convert an elevator site into an asset in the general upkeep of the town. A little labor in keeping rubbish cleared away, a small investment in paint and repair work and regular attention to neatness of the premises will result in a general improvement out of proportion to the cost. Much of the work may be done by regular employees in a slack time, with practically no increase in the expense account. All that is required is a little interest and attention.

Between an elevator kept in good repair, well painted and neat in appearance, and one run down and gone to seed there can be no difference of opinion. It is a matter of value, as well of sentiment. Property kept in repair so it is good to look at, is better maintained and shows less depreciation than that property that shows signs of neglect. Keeping things in repair is largely a matter of habit. If the work is attended to regularly and not allowed to get behind, no great effort is involved. It is altogether in the mental attitude of the owner or manager.

Sooner or later a "clean-up week" or improvement drive is likely to strike any town. The elevator may be in advance of the movement and an example to others, or it may be in a condition to reflect discredit to its surroundings. It is far better for its owners to be ahead of the procession than a little behind.

CHAS. A. PROUTY, who resigned as director of the division of accounting, has become an advisory member of the staff of the Director General of Railroads.

CORN BREEDERS will be interested in the January Bulletin No. 184 of the South Dakota Experiment Station at Brookings, giving the yields from two systems of breeding.

THE AMOUNT of seed to be planted per acre differs in different parts of the United States. Corn in New England take 8 to 12 quarts; in the central states 6 quarts on the average is sufficient.

COUNTY AGENTS can depend upon the hearty support of grain dealers everywhere, so long as they confine their efforts to the improvement of agricultural methods; but the minute they attempt to broaden the scope of their activities so as to encourage or assist producers to engage in commercial lines, they can no longer expect either the moral or financial support of local merchants.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

CANADA.

Toronto, Ont.—The final crop reports for this province as given by the Ontario Dept. of Agriculture are as follows: Fall Wheat: This is relatively the best grain crop of the season, both as regards average yield per acre and weight per bu., and it is the only standard cereal crop with a normal length of straw. There were a few complaints of smut. Total yield for 1920, 15,051,703 bus.; compared with 7,054,845 bus. in 1918. Spring Wheat: While this crop has shown an increased acreage this season, the yield and quality of the grain have not been satisfactory. The drouth is given as the chief cause. Total yield 5,646,544 bus. against 8,186,191 bus. in 1918. Barley: Fuller reports regarding the quality of barley are not any more encouraging than those given in the August bulletin. The sample as a rule is light in weight, and the straw is very short in length. Taking the crop altogether, the season has been one of the poorest for years. Total yield 13,133,757 bus.; compared with 24,247,673 bus. in 1918. Oats: This crop, which has a much larger area than all the other cereals combined, also has been a disappointment, owing largely to the July drouth. The grain as a rule is below weight, and the straw, which has good feeding value, is unusually short. Rust and grasshoppers were also complained of in some quarters. Total yield 78,388,018 bus., compared with 13,752,601 bus. in 1918. Rye: Where grown for grain winter rye did well, the quality being scored as from fair to good, and the yield per acre being about an average. Total yield 2,219,342 bus. compared with 1,812,909 bus. in 1918.—W. O. Galloway, Director of Statistics and Publications.

ILLINOIS.

Cloverdale, Ill., Jan. 14.—Oats and barley crop short; most of it being fed to cattle and hogs.—Erwin H. Franzen.

Verona, Ill., Jan. 7.—General conditions good. Very little wheat around here this year.—Chas. N. Bonges, Mgr., Verona Farmers Elvtr. Co.

Springfield, Ill., Jan. 20.—In some of the extreme southern counties wheat has been injured by freezing and thawing.—Clarence J. Root, meteorologist, U. S. Dept. of Agri.

Olive Branch, Ill., Jan. 16.—Condition of coming wheat crop not promising; about 2/3 acreage sown in this vicinity; a normal yield would only be 100,000 bus. Have no snow here and ground is bare, but the constant change, freezing at night and thawing out the next day will damage the seed area and it is a safe bet that 1/2 of a crop can be counted for 1920.—X.

INDIANA.

Cowan, Ind., Jan. 10.—Wheat acreage 75% of last year; looks like a good stand but small; well covered now by snow.—S. C. Herman.

Huntington, Ind., Jan. 15.—Fly has badly infested early sown wheat. Much will be plowed up and sown to oats.—W. E. Whitaker, Washmuth Grain Co.

New Point, Ind., Jan. 15.—Small acreage of wheat; have had bad frosts. Early wheat so badly damaged by fly that most will be plowed up and sown to oats.—John J. Puttermann.

KANSAS.

Nortonville, Kan., Jan. 10.—Our wheat acreage has been cut 20%. Came out from under the December snow in good shape and is now covered again.—Douglas Grain Co.

Halstead, Kan., Jan. 25.—Wheat in very poor condition; just coming up and covered with a film of ice which will do it no good.—R. M. Todd, mgr., Farmers Grain, Stock and Merc. Co.

Hutchinson, Kan., Jan. 23.—The condition of the growing wheat is fair to satisfactory, altho the plant does not show the excellent growth of last January. It is too early for complaints of winter killing to begin coming in, but it is not believed there has been enuf cold weather to cause much loss. The acreage is considerably below last year, but it is not impossible for this decreased acreage to produce a crop equal in volume and better than 1919 in quality.—Cal.

MICHIGAN.

Lansing, Mich., Jan. 8.—The winter wheat crop of 1919 was one of the best ever grown in the State. The acreage was the largest since 1915, and the average yield per acre, 20.3 bus., was the largest except that of 1915, in the last 15 years. The total production was also the largest except that of 1915 in the same period of time, being 19,295,000 bus. This record production was the result of unusually favorable condition thruout the growing season. The winter was mild, and the abandoned acreage from winter-killing was exceptionally small.

The amount of wheat purchased by mills and elvtrs. during the month of December is estimated at 1,190,000 bus. The amount bot since Aug. 1 is 7,810,000 bus. During the past 4 years the acreage of spring wheat has increased from a few thousand acres to 85,000. While the yield was 18.0 bus. in 1918, it was only 11.2 bus. in 1919. The estimated production for the past season is 952,000 bus. Rye acreage has shown a remarkable increase, being 900,000 acres for 1919, compared with 325,000 acres in 1916. At 15 bus. per acre the total yield was 13,500,000 bus., making the State rank second in the amount produced, North Dakota being first. Corn acreage was 1,650,000 acres this year. The average yield per acre was 39.0 bus., and if all of the acreage had been devoted to grain this yield would have produced a crop of 64,350,000 bus. As a matter of fact, approximately 35% of the acreage went into silos. The oats crop was relatively the poorest of those grown in the State this year, and was the smallest production since 1907, being only 36,875,000 bus., compared with 66,320,000 last year. The season was unfavorable for the spring grains, and many thousands of acres of oats were not harvested at all and many more thousands were cut for hay. The yield per acre for the total acreage of 1,475,000 was only 25 bus. Barley suffered similarly to oats, the yield being only 19 bus. to the acre. The acreage was 20,000 acres less than last year so that the total production, 5,320,000 bus., was nearly 4,000,000 bus. less than 1918. The amount of grain threshed as reported by threshermen up to and including Dec. 27, 1919, is as follows: Winter wheat, 844,883 acres; total yield 17,153,613 bus., or an average yield of 20.3 bus. per acre; spring wheat, 76,653 acres, 860,225 bus. total yield, and 11.2 bus. per acre; rye, 841,084 acres, 11,258,657 bus. total yield, or 15.4 bus. per acre; oats, 1,182,707 acres, 28,247,541 bus. total yield, or 23.9 bus. per acre; barley, 215,353 acres, 3,646,485 bus. total yield and 16.9 bus. per acre.—Michigan Co-operative Crop Reporting Service.

MISSOURI.

Rockville, Mo., Jan. 12.—Fall acreage about 70% of last year; looks awfully discouraging on account of late sowing and excessive rains.—N. J. Willems, mgr. Rockville Equity Grain Co.

MONTANA.

Whitetail, Mont., Jan. 19.—Crops exceptionally poor, many fields not being cut.—C. W. Truesdell, mgr. Montana & Dakota Elvtr. Co.

NEBRASKA.

Davey, Neb., Jan. 23.—Considerable talk of wheat damage; corn very damp and grading No. 6.—W. A. Mulligan, mgr. Davey Co-operative Grain Co.

OHIO.

Hicksville, O., Jan. 25.—Hessian fly, freezing and thawing, lack of snow, etc., have decreased the 1920 wheat crop outlook about 40%.—Hicks-ville Grain Co.

Wooster, O., Jan. 15.—Spring wheat is an uncertain crop for general culture in Ohio, according to the Dept. of Agronomy. The information is based upon cultural experiments, in which the average yield of spring wheat has been 18 bus. to the acre for 6 years, while winter wheat with proper fertilization has averaged close to 34 bus. over a period of 25 years. Plenty of fertility and early seeding has been found to be necessary for spring wheat culture when it is carried on in Ohio. Some of the land in north-western Ohio has been found to be adapted to spring wheat but not all soils in Ohio in general. The heavy infestation of Hessian fly thruout the State also puts spring wheat in the more doubtful list of farm crops, because the spring brood of the fly always attacks the newly-sown spring wheat, since it is much more tender than the growth of winter wheat. The infestation of fly is so heavy that entomologists at the Experiment Station do not advise sowing spring wheat during the coming season.—Ohio Agricultural Experiment Station.

OKLAHOMA.

Carnegie, Oklahoma, Jan. 13.—Plenty of moisture to carry winter wheat thru in good shape; 60% normal acreage sown; condition 70%.—J. R. Thomas.

Oklahoma City, Okla., Jan. 1.—A summary of the harvested acreage, yield per acre and total yield of grain crops in the State for 1919 and 1918 is as follows: Corn, 3,100,000 acres; 24 bus. yield per acre; 74,000,000 bus. total yield for 1919; compared with 3,100,000 acres; 7.5 bus. yield per acre; 23,250,000 bus. total yield for 1918. Winter wheat, 3,760,000 acres; 14 bus. yield per acre; 52,640,000 bus. total yield for 1919; compared with 2,611,000 acres; 12.6 bus. yield per acre; 32,899,000 bus. total yield for 1918. Oats, 1,500,000 acres; 33 bus. per acre; 49,500,000 bus. total yield for 1919; compared with 1,300,000 acres; 24 bus. per acre; 31,200,000 bus. total yield for 1918. Barley, 50,000 acres; 30 bus. per acre; 1,500,000 bus. total yield for 1919; compared with 20,000 acres; 17 bus. per acre; 340,000 total yield for 1918. Rye, 25,000 acres; 14 bus. per acre; 350,000 bus. total yield for 1919; compared with 15,000 acres; 17 bus. per acre; 165,000 bus. total yield for 1918.—Joint Report Co-operating Crop Reporting Service.

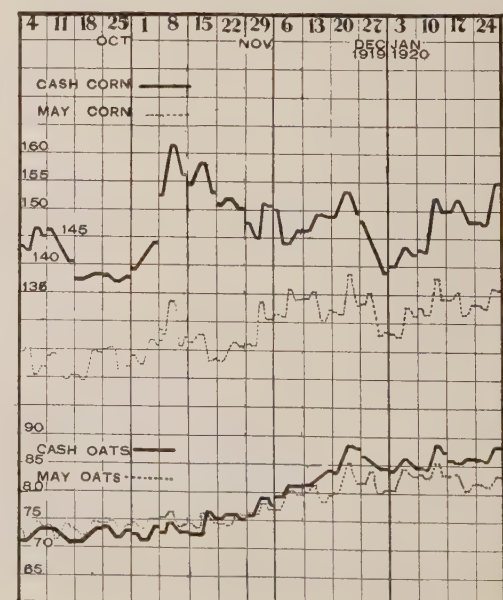
THE IMPORTS of rice into the United States for the fiscal year ended June 30, 1919, were 329,894,454 pounds valued at \$16,668,766, against 407,993,958 pounds valued at \$14,783,018 in 1918—a decrease of 19.1 per cent in quantity but an increase of 12.7 per cent in value. The average import price of cleaned rice advanced from 3.5 cents in 1918 to 4.8 cents in 1919. Altho imports show a decrease in quantity, re-exports of foreign rice from in quantity, reexports of foreign rice from the United States increased 134.2 per cent in quantity and 230.6 per cent in value since 1918. A total of 216,174,636 pounds of rice valued at \$16,240,606 was reexported in 1919, against 92,293,518 pounds valued at \$4,911,775 in 1918.

National Ass'n to Meet at Minneapolis.

The Minneapolis Chamber of Commerce, thru Pres. Wm. Dalrymple, has extended an invitation to the Grain Dealers National Ass'n to meet in that city in 1920. The invitation has been formally accepted by the directors of the Ass'n. The convention probably will be held in late September or early October.

Cash Corn and Oats Fluctuations from Sept. 29 to Jan. 24.

Opening, high, low and closing average prices of No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each day several cents above or below extreme charted. The May future is shown by the dotted line for comparison.



Coming Conventions.

Feb. 10, 11, 12.—Farmers Grain Dealers Ass'n of Illinois, at Peoria.

Feb. 17, 18, 19. The Farmers Grain Dealers Ass'n of Minnesota at Minneapolis, Minn.

FEB. 24, 25. Ohio Farmers Grain Dealers Ass'n at Toledo, O.

Mar. 10, 11, 12. Kansas Farmers Co-Operative Grain Dealers Ass'n at Salina, Kan.

May 18, 19. Oklahoma Grain Dealers Ass'n at Oklahoma City, Okla.

May 26, 27, 28. Kansas Grain Dealers Ass'n at Wichita, Kan.

June 22, 23, 24. American Seed Trade Ass'n at Milwaukee.

June 21—Wholesale Grass Seed Dealers Ass'n at Milwaukee, Wis.

Operating an Elevator in North Dakota and Montana.

BY C. F. SMITH, KLONDIKE, ORE.

The wheat raised in North Dakota and Montana is mostly spring wheat. Marquis and durum are the predominating spring wheats, with some turkey red winter. Besides wheat, there is considerable barley, oats and flax. North Dakota when she has a crop raises more wheat and flax than any other state in the Union. There is very little smut. The wheat except in dry years all grades Nos. 1 and 2. They raise both the two and six row barley.

The grain raised in the two states as a general rule has more or less foreign material in it consisting of wild oats, wild peas, cockle, (very little) russian thistle, chinese lettuce, mustard and jim hill mustard and a number of weeds and seeds of which I never did know the name. A cleaner is almost a necessity and when one encounters a batch of wild oats mingled with Russian thistle he needs an extra man and many laths to scrape the sieves. All the elevators that I ever had anything to do with had a regular screening bin in which nothing but the screenings were kept.

Almost all the grain is bot outright, consigning almost unheard of. Very little grain is stored over the 30-day free period. At the close of the day's buying business a nite letter is sent selling whatever amount you have purchased during the day. In this way the elevator company is assured of their margin allowed them for handling the grain. I never saw a sack of wheat or flax shipped out of that part of the country. Some of the seed shipped in is sacked. Some of the farmers haul their grain to market in seamless sacks but dump the grain as it is unloaded and take their sacks back home with them using the same sacks for many years. All the grain is shipped in bulk and the losses in shipping are very small and almost no loss in handling.

The great majority of the elevators are not spouted properly, but if they are so that one can use both legs for each and every bin you can clean out the load in your front pit while the next is driving in and weighing, almost without any wait. I prefer the "V" shaped cup. It dumps clean, no back legging and will run at a greater speed than the other shaped cup making things more easily cleaned out in case of a choke up. The greater number of elevators use the automatic scales. I have used almost all kinds of the automatic. Have weighed out carloads that only varied 28 lbs., 31, 60, 90 and on up. They do good work, but I prefer a hopper scale in running an elevator.

Most of the elevators in Montana and North Dakota have from 15 to 21 or 22 bins. The elevator operators start shipping as soon as they get a car of any one kind and grade, of course a bin for No. 1 wheat, one for No. 2 wheat, another for still poorer grades, another for durum, one for oats, one for two row barley and one for six row; two bins for flax, your screening bins or bins for cleaning, a loading out bin and in case a bin runs full it isn't long before you are figuring for more room.

CANADIAN wheat flour export restrictions have been removed but a tax of \$2 per barrel must be paid.

HOLLAND is, and has been for all of this crop, a heavy purchaser of wheat and flour from Argentine; this is particularly true of wheat, which is distributed thru Government agency to the millers of the country and furnishes the raw material from which is produced much of the Government controlled flour handled thru the system of bread cards. Not only is Argentine wheat (and flour) much cheaper than American wheat and flour at their source, but the relatively lower freight rates secured by the Government from South American ports, as compared with American ports, gives an added advantage to wheat and flour from Argentine.—A. P. Husband, sec'y Millers National Federation.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

U. P. 18276 passed thru Hendley, Neb., Jan. 9 leaking wheat at corner of car; did not see it until car was pulling out.—G. W. Query, mgr. The Farmers' Business Ass'n.

C. & N. W. 73166 passed thru Avard, Okla., going west on Jan. 18 leaking wheat at the door post.—Walter Hunsaker, agent Alva Roller Mills, Avard, Okla.

R. I. 43519 passed thru Des Moines, Ia., Jan. 10, leaking corn freely thru broken end sheathing, car evidently having been in a wreck.—A. V. Tischer, chief inspector, Des Moines Board of Trade.

W. M. 25266 passed thru Wilke, Ia., billed from Duncomb or Judd, Ia., leaking corn at both sides and both ends freely. Siding was bulged so you could nearly look into the car. It was also leaking over the draw bar, one end of which was ready to break out; was braced with two pieces of two by four.—J. L. Burt Grain Co., Wilke, Ia.

C. R. R. & N. J. 34211, billed from Duncomb or Judd, on same train as M. M. 25266, leaking corn thru the sheathing and at one end.—J. L. Burt Grain Co., Wilke, Ia.

Pa. 23,230 passed thru Holyoke, Colo., Dec. 17 leaking wheat.—Reiner-Smith Grain Co., Paul Reiner, mgr.

N. C. & St. L. 3937 passed thru Dana, Ia., Dec. 18, leaking corn at end of car, which was spread so there was no chance to repair.—E. Moranville.

G. N. 207,591 passed thru Philo, Ill., Dec. 11, leaking yellow corn thru loose sheathing near the doorpost. Train was here only a few minutes and we could not get to it to stop the leak.—J. A. Gilles.

Our Callers

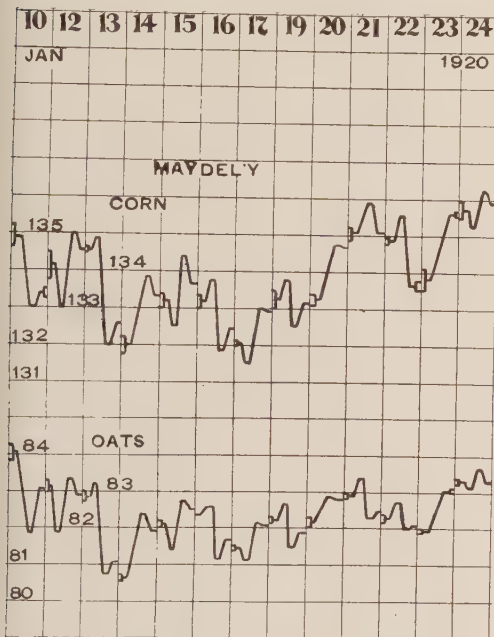
J. O. Crane, Pence, Ind.
L. J. Kaiser, Maroa, Ill.
Edwin Harris, Mt. Ayr, Ind.
Joe Daniel, Little Rock, Ark.
E. H. Franzen, Cloverdale, Ill.
C. E. Munn, Little Rock, Ark.
C. A. Hunter, Todd Lumber Co., Oswego, Ill.
H. C. Wilber, of Koehn & Wilber, Prospect, Ill.
Robt. Wood of Robt. Wood & Co., Dillsburg, Ill.
A. C. Rynders Mgr. White Star Co., Wichita, Kan.
J. A. Waring, mgr. S. C. Bartlett Co., Peoria, Ill.
Jno. F. Kroutil, mgr. Yukon Milling Co., Yukon, Okla.
Chas. N. Bonges, mgr. Verona Farmers Elvtr. Co., Verona, Ill.
C. O. Garver, inspector Grain Dealers Fire Ins. Co., Columbus, O.
Jas. D. Worsham, mayor of Maroa, Ill., gen. mgr. Marao Mfg. Co.

David J. Price, engineer in charge of dust explosion investigations, Buro of Chemistry, U. S. Dept. of Agriculture, Washington, D. C.

THE ITALIAN import duty has been removed until June 1 on wheat and flour. Normal duty on wheat is 7½ lire on 220 lbs. which in bus. and cents amounts, at the present rate of exchange, to 75c on 4.59 bus. or about 16 1-3 cents per bu. Imports into Italy from Aug. 1 to Oct. 31 were 25,976,000 against 21,456,000 bus. in the corresponding period of 1918.

Chicago Futures

Opening, high, low and close on corn and oats for the May delivery at Chicago for two weeks past are given on the chart herewith.



Daily Closing Prices.

The daily closing prices for oats and corn for May delivery at the following markets for the past two weeks have been as follows:

	MAY OATS.													
	Jan. 10.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago	83	82½	81	81½	82½	81¾	82	81½	82¾	82¾	82	83	83½	
Minneapolis	81½	81½	79¼	80¾	80¾	79¾	80¾	80¾	80¾	80¾	80¾	81½	81½	
St. Louis	86			84¾	85½	84¾	85½	85	86	86¼		85½	85½	
Kansas City	82½	82¾	81	81¾	81¾	81¾	81¾	81¾	82¼	82¼	82	82¾	82¾	
Milwaukee		83	81	82	82¾	81¾	82¾	81¾	82¾	82¾	82¾	83½	83½	
Winnipeg	93½	93½	91½	92¼	92¼	92¾	92¾	92¾	93½	93½	92¾	93¾	94	
	MAY CORN.													
Chicago	134¼	134¾	132½	133¼	133¾	132¾	133¾	134¼	135	133½	135½	135½	135½	
St. Louis	135¾	136¾	134¼	135½	135¾	134¾	134¾	135¾	137	137¼	136¼	137¾	138½	
Kansas City	135¾	135¾	133½	134¼	134¾	133¾	134¼	134¾	136	135	136¼	136¾	136¾	
Milwaukee		134¾	132¾	138½	138½	132¾	132¾	133¾	134¼	135	133¾	135½	135½	

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

ARKANSAS.

Hope, Ark., Jan. 12.—We will have to ship in feed this winter, W. W. Duckett, mgr. Southern Grain & Produce Co.

CALIFORNIA.

Los Angeles, Cal., Jan. 12.—Receipts of grain at this market for December were: 230 cars of wheat, 73 cars of barley, 63 cars of corn, 34 cars of oats, 3 cars of rye and 6 cars of hygeria, compared with 118 cars of wheat, 147 cars of barley, 22 cars of corn, 29 cars of oats, and no rye or hygeria in December, 1918. The total cars received in 1919 were 1,984 cars of wheat; 1,007 cars of barley, 226 cars of corn, 176 cars of oats, 6 cars of rye and 18 cars of hygeria; compared with 1,223 cars of wheat received in 1918, 944 cars of barley 212 cars of corn, 117 cars of oats, 4 cars of rye and none of hygeria received in the year 1918.—Los Angeles Grain Exchange.

CANADA.

Calgary, Alta., Jan. 12.—Receipts of grain for December at this market were 257 cars of wheat; 536 cars of oats and 140 cars of barley; compared with 445 cars of wheat; 336 cars of oats; 5 cars of rye and 77 cars of barley received here in December, 1918.—D. O. McHugh, sec'y Grain Exchange.

ILLINOIS.

Cloverdale, Ill., Jan. 14.—Wheat about all shipped out; only a few cars left.—Erwin H. Franzen.

Edwardsville, Ill., Jan. 10.—We are shipping in corn and oats; have been all fall, and winter; one-tenth of wheat corn still in farmers' hands.—Dippoldt Bros.

Ridge Farm, Ill., Jan. 15.—Farmers holding corn for hog feed. Early in season considerable corn was shipped.—Frank Jones, mgr. Frank Jones Grain Co.

Mendota, Ill., Jan. 14.—Plenty of grain being offered but cars are very scarce and elvtr. mostly full of grain. Farmers waiting their turn to shell and deliver their corn.—A.

Kemp, Ill., Jan. 15.—Our elvtr. is full to top and we have had to shut down as we can get no cars. Farmers are holding as there is no other place to market.—O. J. Moss, Munson & Moss.

Boody, Ill., Jan. 19.—Have only shipped 9 cars of new corn from our two stations, farmers holding for more money. Oats nearly all out of farmers' hands.—Otto F. Young, mgr. Boody & Blackland, Farmers Co-operative Elvtr. Co.

Olive Branch, Ill., Jan. 16.—Corn crop 1/3 of a crop; have shipped one small car of 500 bus. out so far; will be from 2,000 to 3,000 bus. to move later; but it is probable that from 3 to 5 cars will be shipped in for feeders. Farmers are now shipping oats in for feed on account of corn shortage.—X.

INDIANA.

Frankfort, Ind., Jan. 15.—Farmers have been holding corn for higher prices.—C. A. Stevenson.

New Point, Ind., Jan. 15.—About 20,000 bus. of wheat still in farmers' hands.—John J. Puttermann.

Star City, Ind., Jan. 15.—Car shortage was keenly felt at all our elvtrs.—L. H. Jordan, Jordan & Phillips.

Sandusky (Greensburg p. o.), Ind., Jan. 15.—Farmers are pretty well sold out. We have been getting cars.—C. J. Warneke.

Sandusky (Greensburg p. o.), Ind., Jan. 15.—Winter wheat good except that planted early, which is badly infested with fly.—C. J. Warneke.

Francesville, Ind., Jan. 15.—Cars are loosening up but we haven't enuf of them to ship out grain yet.—J. M. Hutchins, Crabbs Reynolds Taylor Co.

Oakville, Ind., Jan. 15.—Heavy snow; roads all gummed up; farmers unable to deliver grain. Haven't noticed car shortage on the Erie.—A. B. Ross, mgr. Farmers Elvtr. Co.

Manilla, Ind., Jan. 15.—No shipping in this section. Corn sold from farmer to farmer; none to elvtr. Practically no corn shipped for 2 years.—J. G. Fox, Mull Grain Co.

Shelbyville, Ind., Jan. 15.—Only from 60 to 70% of wheat left; infested with hessian fly. No rain till after Sept. 25. Fly in wheat sown before Sept.—Wm. Nading, Nading Grain Co.

Lebanon, Ind., Jan. 15.—Very little grain shipped out; sell all grain brot in to dairy farmers for feed; about 130,000 bus. handled that way so far. No use for cars.—Wm. Means, Boone Grain & Supply Co.

New Palestine, Ind., Jan. 15.—Business moving smoothly; wheat nearly all gone; no oats ground and corn nearly all ground and sold back to farmers for feed. Had so little to ship that we never noticed car shortage.—F. W. Ruschhaupt, New Palestine Grain Co.

KANSAS.

Belleville, Kan., Jan. 23.—Threshing just beginning to start again, the first since early fall.—E. A. Fulcomer & Son, by Paul J. Fulcomer.

Hutchinson, Kan., Jan. 23.—The movement of the 1919 crops of wheat, kafir and milo in southwestern Kansas continues slowly. Thirty-five per cent of the wheat remains in the hands of farmers and in country elevators, and at the present rate of car supply it will be physically impossible to move it before the harvest of the new crop.—Cal.

MARYLAND.

Baltimore, Md.—Receipts of grain at this market for December, 1919, were: Wheat, 1,267,416 bus.; corn, 286,074 bus.; oats, 101,050 bus.; 286,513 bus. of rye and 45,325 bus. of barley. Shipments were 2,697,303 bus. of wheat, 186,541 bus. of rye and 41,667 bus. of barley.—James B. Hessong, sec'y Chamber of Commerce.

MISSOURI.

Rockville, Mo., Jan. 12.—About 1/3 of wheat in farmers' hands.—N. J. Willems, mgr. Rockville Equity Grain Co.

Kansas City, Mo., Jan. 11.—Total receipts of grain at this market for the year 1919, are as follows: Wheat, 72,137,250 bus.; corn, 15,801,250 bus.; oats, 12,503,500 bus.; rye, 612,700 bus.; and barley, 2,140,500 bus. Shipments were: Wheat, 48,285,700 bus.; corn, 9,312,500 bus.; oats, 9,402,000 bus.; rye, 339,900 bus.; and barley, 1,149,200 bus.—E. D. Bigelow, sec'y Board of Trade.

NEBRASKA.

Davey, Neb., Jan. 23.—About 10% of wheat in farmers' hands; holding for \$3 a bus.—W. A. Mulligan, mgr. Davey Co-operative Grain Co.

Omaha, Neb.—Receipts of grain at this market for December, 1919, were as follows: Wheat, 1,399,200 bus.; corn, 2,345,000 bus.; oats, 578,000 bus.; rye, 129,800 bus.; and barley, 91,800 bus.; compared with wheat, 2,847,600 bus.; corn, 2,343,600 bus.; oats, 1,448,000 bus.; rye, 234,300 bus.; and barley, 392,400 bus. for Dec., 1918. Shipments were: 2,196,009 bus. wheat; 1,806,400 bus. corn; 592,000 bus. oats; 80,300 bus. rye; and 109,800 bus. barley; compared with 2,019,600 bus. of wheat; 1,778,000 bus. of corn; 1,910,000 bus. of oats; 143,000 bus. of rye; and 282,600 bus. of barley, shipped in Dec., 1918.

NORTH DAKOTA.

Petersburg, N. Dak., Jan. 13.—This station will ship about 350,000 bus. of grain this season.—Equity Co-operative Exchange.

OHIO.

Toledo, O., Jan. 15.—All elvtrs. in county filled to capacity; on account of no cars.—Chas. W. Mollett, agt. Lake Erie Mill Co.

Hicksville, O., Jan. 25.—Grain moving quite freely from the farmers. Cars continue to be scarcer than ever with stock continuously increasing.—Hicksville Grain Co.

Cincinnati, O.—Receipts of grain at this market for December were: Wheat, 163,700 bus.; corn, 419,100 bus.; oats, 203,200 bus.; rye, 5,500 bus. and barley, 17,500 bus.; compared with 91,375 bus. wheat; 240,960 bus. corn; 273,600 bus. of oats; 44,000 bus. of rye; and no barley, for December, 1918. Shipments included 255,850 bus. of wheat for 1919; 299,200 bus. of corn; 137,600 bus. of oats, and 29,700 bus. of rye; compared with 96,750 bus. of wheat; 149,600 bus. of corn; 147,200 bus. of oats, and 48,400 bus. of rye shipped during December, 1918. No record of the receipts and shipments of barley were kept in 1918, or of the shipments in 1919. Receipts of ear corn were 72,100 bus., against 21,700 last year and no record of shipments for either year. The above figures do not include shipments of

grain from track.—Geo. F. Munson, chief inspector, Grain & Hay Exchange.

OKLAHOMA.

Carnegie, Okla., Jan. 13.—Total 1919 crop around 700,000 bus. wheat; 50,000 bus. of corn and the same amount of kafir; 30% of old crop in county yet to be moved.—J. B. Thomas.

PENNSYLVANIA.

Philadelphia, Pa.—Receipts of wheat from farms for week ending Jan. 9th, 1920, 8,556,000 bus.; same week last year (1919), 7,007,000 bus.; previous week 1920, 8,364,000 bus.; previous week last year (1919), 4,937,000 bus.; receipts from farms June 27th, 1919, to Jan. 9th, 1920, 662,238,000 bus.; same period last year, 649,332,000 bus. Total stocks of wheat all elvtrs. and mills Jan. 9th, 1920, 234,191,000 bus.; same date last year (1919), 251,164,000 bus.; previous week 1920, 243,463,000 bus.; previous week last year (1919), 253,484,000 bus. These figures show decrease for week January 2nd, 1920, to Jan. 9th, 1920, 9,272,000 bus.; same week last year decrease (1919), 2,320,000 bus. Exports of wheat July 1st, 1919, to Jan. 9th, 1920, 82,083,000 bus.; for 1919 (Army and Red Cross included), 107,672,000 bus.—H. D. Irwin, 2nd vic-pres., U. S. Grain Corporation.

JULIUS BARNES seems to have succeeded in killing the boom in cash wheat.

The Government Retail Stores

And now comes the announcement of the immediate opening of government stores in every postal zone for direct and mail order merchandising, the plan being to broaden the scope of operation to include all leading cities. Not only will accumulated stocks be offered, but additional purchases will be made and stocks will be sold at cost.

The government will not sell dribbles, however, neither will it trust the buyer until next pay day, and if there is sickness or misfortune carry over the balance for an indefinite period. No, it will leave the retail grocer to supply the wants of the poor, and seeks to have him convicted of profiteering, because he is unable to meet the prices that are asked of the well-to-do, to supply whose requirements below cost a large subsidy will be employed—a subsidy that the merchant must help pay, and the consumer who cannot avail himself of this charity, as well as the one who receives the benefit must contribute his mite.

Would any administration assume such an altitude towards the American farmer or the American laborer? Most emphatically not. It would be poor politics, as it is economic error, and politicians may be guilty of the latter, but the former does injury to their own business, and that is the point where prudence and wisdom are called into requisition.—*New West Trade*, Spokane, Wash.

Exports of Grain Weekly.

Bus., 000 Omitted.

	Wheat.		Corn.		Oats.	
	'19-20.	'18-19.	'19-20.	'18-19.	'19-20.	'18-19.
July	5,....1,504	539	20	910	693	2,187
July	12,....3,851	382	23	731	1,617	1,841
July	19,....3,393	144	93	571	757	2,482
July	26,....1,112	413	45	103	1,142	2,581
Aug.	2,....3,067	543	9	219	2,319	2,614
Aug.	9,....3,651	1,419	74	182	891	1,656
Aug.	16,....2,620	1,809	44	673	1,584	1,437
Aug.	23,....4,445	3,504	67	135	2,141	1,438
Aug.	30,....6,072	2,938	264	253	1,576	1,027
Sept.	6,....3,848	3,452	118	353	1,474	1,125
Sept.	13,....7,475	3,739	42	375	1,411	2,356
Sept.	20,....6,343	4,409	148	145	1,358	3,657
Sept.	27,....4,690	5,088	29	289	557	2,914
Oct.	4,....5,917	5,532	33	153	1,422	2,704
Oct.	11,....2,485	4,078	28	52	1,907	2,439
Oct.	18,....2,830	4,200	18	38	1,164	4,478
Oct.	25,....2,920	2,513	9	31	181	5,086
Nov.	1,....2,458	4,143	10	36	406	2,934
Nov.	8,....3,856	4,117	23	5	1,017	3,005
Nov.	15,....5,994	3,471	69	5	593	3,836
Nov.	22,....4,629	4,005	21	140	957	3,661
Nov.	29,....3,781	7,560	39	114	108	3,335
Dec.	6,....6,226	10,900	16	159	877	3,267
Dec.	13,....3,674	7,740	16	220	904	3,288
Dec.	20,....4,639	3,674	10	11	540	1,836
Dec.	27,....2,522	4,765	25	208	159	1,873
Jan.	3,....5,161	3,600	46	61	394	2,198
Jan.	10,....4,854	4,404	62	104	306	3,206
Jan.	17,....3,650	5,013	106	119	155	3,100
Jan.	24,....1,980	3,661	188	113	380	3,155

Total since

July 1. 317,912 236,834 11,114 38,462 122,359 208,696

Your Annual Financial Statement

By Auditor Penn

The time for recounting the business activities of the year has arrived again, and grain dealers everywhere are wrestling with the problem of preparing their annual financial statement. For most dealers this is a task that is difficult enough at any time, but now, with the need for accurate data for use on their income and excess profits tax reports it is a work that requires the burning of much midnight oil.

To attempt to explain the intricacies of the federal tax laws is beyond the scope of the present article, but certain fundamental factors may be set forth briefly.

THE FIRST STEP in the preparation of any financial statement is the taking of an accurate inventory. This should have been done immediately after the close of business Dec. 31, but if it was not done then it should be taken care of immediately. No better method of inventorying the grain on hand can be devised than a weigh-up. If that is impossible or impracticable an estimate should be made by measurement of bins, warehouses, etc.

Goods on hand may be computed in the inventory at their market value or at their cost, whichever is lower, according to a ruling of the federal authorities. In the case of grain it may be difficult to obtain the cost of the grain actually on hand the last day of the year, although the rising markets of the past few months would make this method advisable if it can be done.

When the inventory value of grain owned at the close of the year has been determined the figures representing this value for each grain should be set down upon the ledger account for that grain as a debit under the explanation "Inventory." The difference between the debits and credits on each grain account will then represent the profit or loss derived from the transactions in that grain. This profit or loss should be carried direct to the Loss and Gain account in the ledger. If a grain account shows an excess of credits over debits this difference will represent a gain and it should be carried to the credit side of the Loss and Gain account. An excess of debits over credits on a grain account will represent a loss, and this difference goes to the debit side of Loss and Gain.

Expenses.

Expenses, whatever their nature, represent losses so far as the business is concerned. Certain items may not be allowed by the authorities in the computation of tax returns, but the dealer should have his eye on the good of his own business as well as on the tax collector's rules.

Everything that represents an amount paid out for conducting the business should be carried to the debit (or loss) side of the Loss and Gain account. This will include the cost of labor, fuel, supplies that have been consumed by the business, insurance, interest, taxes, etc. Some taxes may not be deducted in figuring income and profits for making up the report to Uncle Sam, but that makes no difference when the financial statement is being dealt with.

The dealer who is the owner of his business, and who gives his time to handling it, should not fail to charge into the expense account a salary for himself. He is permitted to do it, good business practice requires him to do it, and he is not fair to himself and to his business unless he does so. The amount of the salary will depend upon individual circumstances. Obviously, it would not be fair to wait until it is determined that the profits of a business are to figure about \$5,000 and then to charge an even \$5,000 for the

owner's salary just to get rid of the profits unless the services of the owner had actually been worth that much to the business. No rule can be laid down for the computation of the owner's salary, but every owner will have a pretty good idea as to the salary he should receive. Perhaps a good test would be to ask oneself this question: "How much, per month or per year, could I get for doing the same work for another dealer conducting a similar business?" The answer to that question may not indicate a salary that will be fair in all respects, but it should not be far off.

Depreciation.

An item of considerable importance in every business, and one that seldom receives the attention which it merits, is the depreciation of buildings, machinery, tools, etc., used in the conduct of the business. Every elevator, every engine, every belt and cleaner depreciates to some extent year by year.

A good way to determine a fair rate of depreciation is to estimate the probable useful "life" of the building or appliance. This means the probable number of years that it will continue to give satisfactory service with a reasonable amount of repair. If we may say that an elevator will give 20 years service without actual rebuilding, and that its original cost is \$20,000 it is obvious that it will depreciate in value at the rate of \$1,000 per year. That is, this elevator, when five years old, will be worth, to the business, only \$15,000 as compared with its first cost of \$20,000. And as \$1,000 is one-twentieth, or 5%, of \$20,000, the annual rate of depreciation is 5%. Machinery will depreciate more rapidly than buildings, and the rate is higher. There can be no hard and fast rule for figuring the rate of depreciation that is always fair, but it is probably safe to figure about 5% per year on concrete buildings, 8% on frame buildings, and 15% on machinery. This statement is made with special reference to the grain business and might not hold good for other classes of business.

A contrary factor which must not be lost sight of is *appreciation*. Some buildings, and even some machinery, is actually worth more today than the same buildings and machinery were worth three years, or even one year ago, because of the general increase in property values. The wise merchant will take into account the increase in the value of his property, but he will not permit it to declare unreasonably large dividends; for conditions may arise in the course of the next few years to cause present appreciations to vanish into something thinner than thin air. And this might result in an awkward situation for the merchant who loses sight of this fact.

Depreciation is taken into account at statement time by making the proper credit entry on the Building and Machinery accounts to represent the amount of the yearly loss in value. Corresponding debits are then made to the Loss and Gain account.

Another way to account for depreciation is to set up a ledger account under the title "Reserve for Depreciation." Building and Machinery accounts are then considered assets for their original totals. The depreciation credits are made to the Reserve for Depreciation account and the debits are posted to Loss and Gain as before. The Reserve account shows a credit balance and this stands in the financial statement as a liability.

Loss and Gain.

When all stocks and expense accounts have been closed into the Loss and Gain account the two sides of this account should be totaled and a balance struck. If the debits ex-

ceed the credits it shows a loss; if the credits exceed the debits the results of the year's operations indicate a profit.

To Set Up the Statement.

The financial statement itself is really an exhibit of assets and liabilities. After all accounts have been closed and balanced, and the balances carried down below the column footings every debit balance will represent an asset and every credit balance a liability.

The total of all assets (debit balances) should equal the total of all liabilities (credit balances). If these totals are equal the book-keeping entries have been correctly made, and the records are to be presumed to be correct. It is easily possible that errors may exist even though the statement may balance; but if these balances can be shown without forcing the recording of debits and credits has been done in a proper manner. Some entries may have gone to the wrong accounts, some items may not have been correctly figured, or other clerical mistakes may exist, but only an audit by a competent person will disclose these facts.

For the purpose of illustrating the probable items that will appear on the financial statement of a country elevator operator the following sample statement is given. The figures are purely imaginary, and do not refer to the business of any individual, but are used solely for the purpose of illustration.

A Typical Financial Statement.

Assets.	
Elevator Building	\$10,000.00
Machinery Account	1,000.00
Grain Inventory:	
Wheat, 10,000 bus. at \$2.50	25,000.00
Corn, 2,000 bus. at \$1.50	3,000.00
Oats, 5,000 bus. at 80c.	4,000.00
Inventory other commodities:	
Coal, 100 tons at \$5.00	500.00
Furniture and Fixtures	200.00
Cash in bank	1,231.17
Cash in office	3.16
Stationery and supplies on hand	11.00
Individual Accounts Receivable	216.28
Bills (notes Receivable)	150.00
Total	\$45,311.61
Liabilities.	
John Jones (Capital Account)	\$10,000.00
Bills (notes) Payable	15,000.00
Accounts Payable (for advances on grain shipped—returns not received)	14,800.00
Reserve for Depreciation	1,000.00
Reserve for expenses not yet paid	50.00
Reserve for taxes not yet paid	200.00
Interest accrued but not paid, reserve	100.00
Surplus	1,000.00
Net gain	3,161.61
Total	\$45,311.61

Carrier May Waive 4 Months' Limitation.

The Supreme Court of Minnesota on Dec. 26, 1919, reversed the decision of the district court of Hennepin County and granted a new trial to the E. L. Welch Co., in its suit to recover of the C., M. & St. P. R. R. Co. for failure to deliver a car of oats hot and paid for.

The car was shipped Feb. 27, 1915, by the Farmers Co-operative Society from Alpha, Minn., consigned to plaintiff at Minneapolis. No claim for loss was made until May 17, 1916.

Defendant pleaded the limitation clause as a bar to plaintiff's right of recovery. The reply set up a waiver of the limitation clause. There was testimony in support of a waiver. At the close of the testimony the trial court directed a verdict for defendant, upon the theory that the defendant could not waive the limitation clause, as it would be contrary to the statutes of the state.

The Supreme Court said: A majority of the court are of the opinion that the trial court was in error. The rule is no longer an open question in this state. The carrier may waive the provisions of such limitation clause—175 N. W. 100.

I. C. C. Decision on Northwestern Grain Rates

An opinion has just been rendered by the Interstate Commerce Commission in the Northwestern grain rate case affecting the entire western grain rate structure.

The general rate advance of June 25, 1918, disturbed the relationship between Minneapolis, Chicago and other Northwestern grain markets and led to a complaint by Minneapolis and later by Chicago, on which the director general of railroads directed the Western Freight Traffic Com'te to work out a general revision of rates thru the various competing markets. As strenuous objection was made by Minneapolis to the proposed changes the director general asked the Interstate Commerce Commission for guidance, and the following opinion by Commissioner Woolley is the result and will undoubtedly be reflected soon in new schedules of rates to be issued by the railroad companies:

In a general way the proposal of the Western Freight Traffic Committee is to leave unchanged the inbound rates to the markets of Minneapolis, Omaha and Sioux City; to make some revision of the inbound rates to Duluth and Chicago; to make the rates break on Minneapolis for Chicago and Duluth when the natural route is through Minneapolis; to cancel, in the furtherance of the purpose last mentioned, all transit arrangements at Minneapolis, except on Montana grain, and establish proportional rates from Minneapolis to Duluth and Minneapolis to Chicago, to be used in making the through rates to Duluth and Chicago when the rates base on Minneapolis, and as components in the combination through charge to those points when the grain is routed out of line through Minneapolis; to revise the through rates on grain and grain products, all rail, from Minneapolis to the east; to cancel the through rail-lake-and-rail rates on grain products from Minneapolis to the east and make those rates by combination on Duluth as a Lake Superior gateway and on Chicago as a Lake Michigan gateway; and, by a balancing of the proportional rates from Minneapolis to Duluth and Minneapolis to Chicago, and the respective lake-and-rail rates on grain products from Duluth and Chicago, to equalize the rail-lake-and-rail rates through the Duluth and Chicago gateways from Minneapolis to the east. A revision of the adjustment to St. Louis is also proposed.

Rates to Chicago. From the territory north of the Hastings & Dakota division of the Chicago, Milwaukee & St. Paul Railway extending from Minneapolis west to Moberidge, S. D., except from a few points where the northern lines meet the competition of the Chicago, Milwaukee & St. Paul, the rates to Chicago, on wheat and coarse grain are now made on the Minneapolis combination. It is proposed to continue this basis. There will accordingly be a reduction in these rates to Chicago, measured by the difference between the present proportional rates of 12½ cents and the proposed proportional rate of 11 cents from Minneapolis to Chicago. There are no transit arrangements at Minneapolis on this grain, and Minneapolis will accordingly lose nothing in the way of transit.

From stations on the Hastings & Dakota division of the Chicago, Milwaukee & St. Paul, and northern branches thereof, the present thru rates to Chicago, on wheat and coarse grain, are in most instances 9½ cents higher than Minneapolis. The combination on Minneapolis is 12½ cents over Minneapolis. It is proposed to make these rates on the new combination of 11 cents over Minneapolis. They will therefore be increased 1½ cents. Minneapolis now has transit on wheat and coarse grain from this territory at the Chicago rate. There will accordingly be an increase of 1½ cents in the rate on all grain when moved through Minneapolis the same as on all grain when shipped direct to Chicago.

The situation above described on the Hastings & Dakota division of the Chicago, Milwaukee & St. Paul exists also on the Minneapolis & St. Louis Railway from stations west of Minneapolis in western Minnesota and South Dakota but not including Watertown, S. D.

From stations on the Chicago & North Western Railway extending west from Mankato, Minn., to Pierre, S. D., and branches north thereof, including stations on the Chicago, Milwaukee & St. Paul north of the Chicago & North Western from Mankato to Pierre and south of the Chicago, Milwaukee & St. Paul from Minneapolis to Moberidge, the present thru rates to Chicago, on wheat and coarse grain, are in most instances 9½ cents higher than the

rates to Minneapolis, except that from points in South Dakota on the main line of the Chicago & North Western from Mankato to Pierre the maximum difference is 9 cents. No change is proposed in this basis. Minneapolis now has transit from this territory at the direct Chicago rate on coarse grain and at a charge of 2½ cents over the Chicago rate on wheat. In a few instances transit is permitted at Minneapolis on wheat at the direct Chicago rate without penalty. Under the proposed adjustment Minneapolis will pay 1½ cents over the direct Chicago rates on both wheat and coarse grain, or the difference between the direct rate of 9½ cents over Minneapolis and the new combination of 11 cents over Minneapolis. The out-of-line haul through Minneapolis from this territory to Chicago is 62 miles on the Chicago & North Western and as high as 127 miles on the Chicago, Milwaukee & St. Paul.

The readjustment just described is also that proposed for the Minneapolis & St. Louis, Watertown and west. The out-of-line haul thru Minneapolis over this line is 16 miles. The direct route to Chicago is thru Hopkins, Minn., 8 miles south of Minneapolis.

From the territory south of the Chicago & North Western from Mankato to Pierre the present rates to Milwaukee and Chicago, on wheat and coarse grain, are on a parity with the rates to Superior, Wis., for substantially equal distances, in accordance with our decisions in what are hereinafter referred to as the Superior Cases. *Commercial Club of Superior, Wis., vs. G. N. Ry. Co.*, 24 I. C. C., 96; *Superior Commercial Club vs. G. N. Ry. Co.*, 25 I. C. C., 342; *Chicago-Duluth Grain Rates*, 27 I. C. C., 216. This basis is to be continued, but with an increase of half a cent (in some instances 1 cent under the rule for disposition of fractions) to Chicago, to correspond with an increase of half a cent to Duluth, to be later discussed. Via the Great Northern Railway for milling purposes, and via the Chicago, St. Paul, Minneapolis & Omaha Railway and the Minneapolis & St. Paul Railway for all purposes, Minneapolis has transit on wheat and coarse grain at the direct Chicago rate. Via other lines the rates through Minneapolis exceed the direct rates to Chicago by from nothing to 1½ cents on coarse grain and from 2½ cents to 6 cents on wheat from the producing territory east of the Missouri River in South Dakota and Minnesota, and by 6 cents on wheat and 3½ cents on coarse grain from points west of the Missouri River in South Dakota. Under the proposed adjustment the differences will be, generally speaking, from 1 to 3½ cents on wheat and coarse grain from the territory described east of the Missouri River, and as high as 7 cents from the territory west of the river, and will obtain over the Great Northern, the Chicago, St. Paul, Minneapolis & Omaha, and the Minneapolis & St. Louis, as well as over other lines. The out-of-line haul from the general territory south of the Chicago & North Western from Mankato to Pierre, now being discussed, ranges from 58 miles to 200 miles, the latter in exceptional instances, according to the contention of Minneapolis.

We have required the establishment of transit in few instances. When practicable, rates thru important grain markets should break into definitely known inbound and outbound components. Such an adjustment is preferable to transit under a through rate, where the opportunities for complications in the application of rates, and for undue preferences resulting from the selected use of inbound expense bills in securing a desired outbound transit rate, are multiplied in proportion to the greater volume of tonnage handled through important markets, and the greater number of carriers that ordinarily serve such markets. We should view as even less warranted our establishment of transit at such important markets if substantial out-of-line hauls were involved. Minneapolis is an important grain market, and the charge above the direct Chicago rate is proposed only for out-of-line hauls.

At least since June 25, 1918, the transit arrangements at Minneapolis have not been satisfactory, even to the milling and other interests at that point, although material extensions of those arrangements have been granted under the Boyd tariffs. It seems evident, therefore, that transit offers no satisfactory solution of the difficulties incident to the rivalries of Minneapolis, Chicago, the Missouri River cities, and other markets in the handling of grain and grain products.

The proposal of the Western Freight Traffic Com'te with respect to the revision of the Chicago rates and the cancellation of transit at Minneapolis should be adopted. The proposed proportional rate of 11 cents from Minneapolis to Chicago, which will apply on traffic routed out of line through Minneapolis, is in effect a

reshipping rate and comes well within the limits of reasonableness.

It has been stated that in the cancellation of transit at Minneapolis an exception is to be made of Montana grain. This is mainly because of the effect upon the westbound rates from Montana which the witness for the carriers states that cancellation would have. Viewing alone the eastbound rates there would seem to be no more reason for the retention of transit on grain from Montana than from other parts of the general territory of origin, and we recommend that it be eliminated.

It may be that certain out-of-line hauls without extra charge, cited by Minneapolis, including the extreme case of traffic routed from Kansas City via Chicago to Ohio River gateways at the direct rate, are not justified. If they result in discrimination prohibited by the act they should be corrected; their existence should not preclude the application of corrective measures to the situation existing between Minneapolis and its near-by competitors, which apparently cannot be satisfactorily adjusted under transit regulations.

Rates to and From Duluth. From points north of Hastings & Dakota division of the Chicago, Milwaukee & St. Paul, on lines other than the Chicago, Milwaukee & St. Paul and the Chicago & North Western, no change is proposed. With these exceptions there will be an increase of one-half cent from stations north and south of and on that division.

In the Superior Cases the Commission prescribed from Willmar and points on the Great Northern south and west thereof to Huron, Yankton and Sioux City, inclusive, rates to Duluth 3 cents higher than to Minneapolis. The direct line of the Great Northern from this territory to Duluth thru Willmar is 106 miles longer than its line to Minneapolis. From points on other lines in the same territory the Commission prescribed rates to Duluth, via Minneapolis, 4 cents over Minneapolis, the proportional rate from Minneapolis to Duluth having at that time been 5 cents. On June 25, 1918, these differentials were increased to 3½ cents, and 4 cents on the Great Northern and 5 cents on the other lines. A further increase is here proposed to 4½ cents and 5½ cents, respectively. The proposal further is to make the increased differential on the Great Northern start at Granite Falls, 35 miles south of Willmar, instead of at Willmar, and to leave at 3½ cents and 4 cents the differential at Willmar and at points between Willmar and Granite Falls.

The increase to 5½ cents in the differential from points on lines other than the Great Northern, whose routes are thru Minneapolis, would place the rates from those points on the Minneapolis combination, in view of the proposed reduction of the proportional rate from Minneapolis to Duluth from 6½ cents to 5½ cents. The basis prescribed by us was, as stated, 1 cent less than the Minneapolis combination. Until the Boyd tariffs were published, which granted transit at Minneapolis, no transit under the through rate to Duluth, except from a few points on the Great Northern on grain other than wheat, was permitted at Minneapolis. Duluth, therefore, prior to the issuance of the Boyd tariffs, had an advantage of 1 cent over Minneapolis on grain stopped at Minneapolis, although the direct route to Duluth was thru Minneapolis. Under the proposed combination basis no advantage would accrue to either market on grain stopped at Minneapolis, and the same 1-cent difference between the rates of the Great Northern via Willmar and the through rates of other lines via Minneapolis, which resulted from our decisions, would be maintained.

It is suggested on behalf of the Director General that if we shall now adhere to our previous views that Duluth should have an advantage of 1 cent over Minneapolis on traffic routed through Minneapolis to Duluth, the relationship should be established by publishing to Duluth a rate 5½ cents over Minneapolis, but leaving unchanged the present 6½-cent proportional rate from Minneapolis to Duluth, a reduction in which is justified, in the view of the Railroad Administration, only for the purpose of equalizing Duluth and Minneapolis on traffic routed through Minneapolis to Duluth.

The proposal to place the rates from points on lines other than the Great Northern on the Minneapolis combination should be approved. That adjustment fits in with the general plan of making the rates in this general territory break on Minneapolis when the direct route is through Minneapolis. The proposal to make the differential from points on the Great Northern south of Granite Falls 4½ cents is at variance with the well recognized rule of rate making that differentials should not increase with distance, and is disapproved. The differential should not exceed 4 cents from all stations on that line from Willmar and stations south and west thereof to Huron, Yankton and Sioux City inclusive.

Duluth asks for transit on grain moving to Chicago from Montana and beyond. We have already disapproved the granting of transit at Minneapolis on Montana grain. The request of Duluth for transit on Montana grain should also be denied.

A proportional rate of 11 cents from Duluth to Sault Ste. Marie, Gladstone and other west

ank Lake Michigan ports, the same as from Minneapolis to those ports, should be published.

Rail-Lake-and-Rail Rates to the East. The table herein shows that the proposal is to leave the lake-and-rail rate on grain products from Duluth to New York at 27½ cents, and to reduce the lake-and-rail rate from Chicago to New York from 23 cents to 22 cents, in order to equalize the thru rail-lake-and-rail rates from Minneapolis to New York thru the two gateways, the proposed difference of 5½ cents from the respective ports in favor of Chicago to be offset by the proposed difference of 5½ cents against Chicago in the proposed proportional rates of 11 cents from Minneapolis to Chicago and 5½ cents from Minneapolis to Duluth.

Duluth is asking that the rate from Duluth be made not higher than the rate from Chicago, and suggesting that, by reason of the shorter mileage, and proposed lower proportional rate, from Minneapolis to Duluth than from Minneapolis to Chicago, the thru rate from Minneapolis to the east through that gateway should logically be lower than through Chicago. As previously stated, the distance from Minneapolis to Duluth is 150 miles, and from Minneapolis to Chicago 407 miles. The distance from Minneapolis to Milwaukee is 336 miles. The proposed proportional rate from Minneapolis to Milwaukee is 11 cents, the same as from Minneapolis to Chicago.

With respect to the thru rail-lake-and-rail rates from Minneapolis to the east, Duluth is merely an intermediate point in one of the routes over which it is proposed that the rates shall be equalized, and Chicago is an intermediate point in another. The desirability of having the thru rates over these routes the same thru both gateways, is of more importance than the relative mileages to the gateways, which become less pronounced when merged into the longer through routes. Distances often vary to a considerable extent between two points over various routes that take a common rate. Generally speaking, it is the rule, and not the exception, that rates are the same over all routes between given points. And it is desirable that, when practicable, this should be so. If the rates here should vary according to a close refinement of mileages to and from the ports, there would be different through rates via Duluth, Manitowoc, Milwaukee and Chicago, all of which are practical routes from Minneapolis to the east. By the port equalization proposed the interior milling point between Minneapolis and Chicago would be continued in a parity in the milling and marketing of grain bought on the Minneapolis market. Under the plan proposed by Duluth, and concurred in by Minneapolis, the interior milling point between Minneapolis and Chicago would be confined, under transit arrangements, to the higher rated route through Chicago, while Minneapolis could ship out either through Chicago or through Duluth at a lower rate than through Chicago.

Equalization of the Duluth and Chicago gateways on through traffic might present difficulties if Duluth were granted an equalization with Chicago on traffic originating at Duluth. Under the proposed proportional rates of 11 cents from Minneapolis to Chicago and 5½ cents from Minneapolis to Duluth the through charge via Duluth would then be 5½ cents lower than via Chicago.

We recommend an adjustment under which the through charges from Minneapolis to the east would be the same via the various gateways, so far as this can be done without unduly prejudicing any locality. As the Great Lakes Transit Corporation is not under federal control, and is not a party to this proceeding, we make no recommendation concerning its rates from Duluth.

Rates on Grain Products to the East. The present rail-lake-and-rail rate on grain products from Minneapolis to New York is 39½ cents. The proposed rate is 33 cents, made by combination on the ports of Duluth and Chicago, under an equalization of the through rates via those ports. As shown in the foregoing table of rates, there are no through rail-lake-and-rail rates on grain from Minneapolis to the east.

The present all-rail rate on grain products from Minneapolis to New York is 34½ cents. The proposed rate is 36 cents. The present all-rail rate on grain is 37 cents. The proposed rate is 35½ cents. The proposal therefore is to increase the products rate 1½ cents, and to reduce the grain rate 1½ cents, and thereby to change the adjustment from 2½ cents higher on grain to one-half cent higher on grain products. The latter basis now obtains from Chicago. The proposed rate from Minneapolis will be made by adding to the rate from Chicago the proposed proportional rate of 11 cents from Minneapolis to Chicago. The proposed thru rate on grain from Minneapolis will also be made on the Chicago combination, the same as at present.

There is no justification for the present rate on grain products from Minnesota to New York 2½ cents, or other amount, lower than the contemporaneous rate on grain from and to the same points. The flour rate should be at least not lower than the rate on grain. The lower rate on the products from Minneapolis affords

the only exception to this general rule shown by this record to exist throughout the entire northwestern and western grain-producing territory. The fact, referred to by Minneapolis, that Chicago and other intermediate points can mill in transit, under this rate, grain purchased in Minneapolis does not make the adjustment proper.

An interesting comparison of rates and differentials is offered by the Southwestern Millers League, on behalf of its members in Kansas and other states, who compete with Minneapolis in the sale of flour in eastern territory, and whose rates are generally made by combination on the Missouri River, plus a combination on the Mississippi River or Chicago. The following table reflects the relation between the all-rail rates from Kansas City and Minneapolis to New York, on grain and grain products, from June 24, 1918, to date, and under the proposed adjustment from Minneapolis:

	A. ¹	B. ²	C. ³
June 24; wheat	29 1-2	31 1-2	2
June 25; grain	37	39 1-2	2 1-2
June 24; wheat products..	28 3-10	32	3 7-10
June 25; grain products..	34 1-2	40	5 1-2

Proposed by Railroad Administration in this proceeding:

Grain	35 1-2	39 1-2	4
Grain products	36	40	4

Proposed on behalf of the southwestern millers:

Grain	37 1-2	39 1-2	2
Grain products	38	40	2

¹A. From Minneapolis to New York. The short-line distance is 1,317 miles.

²B. From Kansas City to New York. The short-line distance is 1,331 miles.

³C. Difference in favor of Minneapolis.

⁴This was a joint rate, made 1-1-5c under the wheat rate. The increase in this joint rate on June 25, 1918, was not the full 25 per cent, or 7c, but was 6 1-5c, under a prescribed maximum increase for any one rate. The total increase in the two factors of the combination rate from Kansas City was 8c. Under the proposed adjustment the rate from Minneapolis would be increased 7-7-10c over June 24, 1918, compared with 8c from Kansas City. The southwestern millers suggest ("E") that the proportional rate from Minneapolis to Chicago should be made 15c instead of the proposed 11c, so that the resulting through rate, on both grain and grain products, from Kansas City would be only 2c higher than from Minneapolis, which was the difference from the two points on wheat on June 24, 1918. They also suggest that the proportional rate from Minneapolis to Duluth should be 7½c instead of the proposed 5½c.

The readjustment proposed by the Director General will reduce the disadvantages of Kansas City on grain products by 1½ cents, leaving it but three-tenths of a cent higher than it was prior to federal control; and while the proposed differential of 4 cents on both grain and grain products is substantial, we are not persuaded by this record, in view of the influence of rail-and-lake movements from Minneapolis, that it is excessive. The proposed all-rail rates from Minneapolis to the east on grain and grain products should be approved.

Rates to Central Freight Association Territory. The adjustment under which the flour rate is 2½ cents lower than the wheat rate does not obtain from Minneapolis to central freight ass'n territory, but only from Minneapolis to trunk line territory. The proposed adjustment from Minneapolis to central freight association territory will result in both increases and reductions on grain and grain products.

An exhibit filed by Minneapolis shows that on grain products to 30 of 106 typical points in central freight ass'n territory the rate would be increased 1 cent to 18 points, one-half cent to 11 points and 3 cents to 1 point; and that to the remaining 76 points the reduction would be 1½ cents in all instances except one, in which the reduction would be one-half cent. Based upon the difference between the proposed proportional rate of 11 cents from Minneapolis to Chicago, which would apply if transit at Minneapolis should be eliminated, and the average transit balance of 8-4-5 cents from Minneapolis to Chicago now available to Minneapolis under transit, according to computation made by Minneapolis, the exhibit shows that the increase from Minneapolis would be 2-1-5 cents to all of the 106 points. The exhibit also shows advantages over Minneapolis which it is said would accrue to Chicago, represented by the difference between the "specifics" (reshipping rates) from Chicago on the products of northwestern grain, which includes grain from Minneapolis, and the specific from Chicago on the products of grain from other territories. Minneapolis contends that this advantage can be secured by Chicago by the surrender of inbound expense bills on grain from the lowest rated territory when shipping outbound from Chicago the products of grain milled at Chicago. The advantage which it is alleged may accrue to Chicago by reason of the difference between the specifics on products of northwestern grain and the specifics on products of trans-Mississippi grain is nothing to 48 of the 106 points, one-half cent to 33 points and from 1 cent to 3 cents to 25 points. The advantage which it is alleged may accrue to Chicago by reason of

the difference between specifics from Chicago on the products of northwestern grain and the specifics from Chicago on the products of grain from territories not embraced in the other two descriptions of territory is nothing to 33 points, one-half cent to 71 points, 1 cent to 1 point and 1½ cents to 1 point.

Another exhibit filed by Minneapolis covers this situation on grain and shows that to 106 typical points in central freight association territory the rate from Minneapolis would be reduced 1½ cents in all instances except two, in which the increase would be one-half cent. Based upon the difference between the proposed proportional rate of 11 cents from Minneapolis to Chicago, which would apply if transit at Minneapolis should be eliminated and the average transit balances of 8-9-10 cents on wheat and 8-3-10 cents on coarse grain from Minneapolis to Chicago now available under transit, according to computations made by Minneapolis, the exhibit shows that the increase from Minneapolis would be, to all of the 106 stations, 2-1-10 cents on wheat sold at Minneapolis, and 2-7-10 cents on coarse grain milled or sold at Minneapolis. The alleged advantage to Chicago represented by the difference between the specifics from Chicago on northwestern grain and the specifics from Chicago on trans-Mississippi grain is nothing to 47 of the 106 points, and from 1½ cents to 4½ cents to the remaining points. The alleged advantage to Chicago represented by the difference between the specifics from Chicago on northwestern grain and the specifics from Chicago on grain from territory not included in the other two descriptions of territory is nothing to 24 points, one-half cent to 79 points and from 1 cent to 2½ cents to 3 points. A check of the tariffs shows a maximum difference of half a cent to the points shown in this exhibit.

The proposed adjustment would place the rates from Minneapolis to central freight ass'n territory on the Chicago combination, which would also be the basis to trunk line territory. It would also be in harmony with the general plan of the readjustment to make the through rates via important markets, wherever practicable, on the combination basis. To the 106 points selected as typical by Minneapolis there will be more reductions than increases, and the reductions of 1½ cents are usually more than the increases. The increases of from 2-1-10 cents to 2-7-10 cents from Minneapolis resulting from the cancellation of transit will of course be justified if the recommendations herein as to the cancellation of transit are justified. The proposed readjustment of the rates from Minneapolis to central freight association territory is approved.

Rate from Minneapolis to St. Louis.—The present rate from Minneapolis to St. Louis is 17½ cents. The proposal is to make the rate 16½ cents, which is the combination of the proposed proportional rate of 11 cents from Minneapolis to Peoria and a proposed reshipping rate of 5½ cents beyond. This adjustment is to be subject to any lower combination as maximum. The proposed basis is approved.

Sioux City and Omaha to Duluth.—There is a proportional rate in effect from Sioux City and Omaha to Chicago of 15 cents. Duluth and Sioux City are asking that a proportional rate in the same amount be established from Sioux City and Omaha to Duluth. Omaha objects to the granting of transit at Minneapolis under such a rate, and suggests that it be divided, if established, into factors of 9½ cents to Minneapolis and 5½ cents from that point, the latter to correspond with the proposed proportional rate of 5½ cents from Minneapolis to Duluth. From Sioux City the distances are 509 miles to Chicago and 422 miles to Duluth, a difference of 87 miles in favor of Duluth. The local rate of 19½ cents from Sioux City to Duluth is 4½ cents higher than the proportional rate from Sioux City to Chicago. From Omaha the distances are 488 miles to Chicago and 506 miles to Duluth, a difference of 14 miles in favor of Chicago. The local rate of 20 cents from Omaha to Duluth is 5 cents higher than the proportional rate to Chicago. On traffic generally, other than grain, the rates from Sioux City to Duluth are the same as from Sioux City to Chicago. The carriers stress the contention that to establish the desired proportional rate from Sioux City and Omaha to Duluth would be to violate a principle of rate making, in that it would establish a through proportional rate over an important intermediate market, namely, Minneapolis.

The record fails to disclose any dissimilarity of transportation conditions from Sioux City and Omaha to Chicago and from Sioux City and Omaha to Duluth such as to warrant withholding the establishment of proportional rates from Sioux City and Omaha to Duluth no higher than the proportional rates from the same points to Chicago.

In connection with such a proportional rate to Duluth transit should be permitted at Minneapolis, when a directly intermediate point, the same as transit is to be granted at directly intermediate interior milling points in Minnesota and Wisconsin under the proposed proportional rates from Minneapolis to Chicago and Minneapolis to Duluth, and the same as transit has been, and is, granted under the proportional rate from the Missouri River to Chicago.—56 I. C. C. 133.

Indiana Ass'n Holds Big Meeting at Indianapolis

The annual meeting of the Indiana Grain Dealers Ass'n was held Jan. 15 in the Indianapolis Board of Trade building.

Pres. Bennett Taylor of Lafayette called the session to order promptly at ten a. m. with about 200 present.

The invocation was delivered by Mr. H. H. Deam of Bluffton, followed by an address by the president, which follows:

President's Address.

It has been a great pleasure for me to have served as your President the past two years. During that time great things have occurred and there have been many and rapid changes in business conditions. You have been under government regulations and in many instances are still operating under such conditions. I am indeed glad the grain men have ever been willing to concede readily to any demands the government made during the trying times of the war. Gentlemen, you are to be congratulated for your hearty co-operation. We are gratified to know we will soon have passed from under such regulations. All government restrictions of the grain trade are scheduled to be released by June 1st next.

Those of you who have been holding licenses have no doubt received Bulletin No. 21, issued by Julius H. Barnes, United States Wheat Director, which assures us that the end of official influence and control is in sight. I believe all fully appreciate the service Mr. Barnes has rendered and will gladly study this bulletin and take unto ourselves such warnings as he has given us when such influence has been withdrawn, and continue our business on the sound principle upon which it has always been based.

The railroads are to pass to private operation March 1st next. We as grain men will gladly welcome this return, as we believe that now the war is ended, we can best serve our trade with the roads under private operation with the proper governmental regulations.

While some of us may have thought it unnecessary for the government to place us under such restrictions, I believe we can see that we can now derive some benefit from such experience. It has taught us to be more systematic in all branches of our business and especially so in our accounting department. It has taught us to take into account the actual cost of handling grain. It has convinced us it is well for us to work in close harmony with our government, and in the past I know the grain man has done his full part in working with his government in all war activities. He has been a leader in the Red Cross Campaign, the Y. M. C. A. Campaign, the Liberty Bond Campaign, and in all other campaigns put on at home while the boys were fighting across the sea. You are to be commended for doing your full part.

I am glad to note the increasing membership of the Ass'n, and while our membership is satisfactory in a way, we should have more Indiana Grain Dealers as members. I believe this can only be done by personal work, and I urge upon each of you the necessity of personal appeal to your neighbor who is not now a member. Will you not do this? I know your officers will appreciate your efforts in this direction.

During the past two years the National Ass'n has worked out many problems in which you have been vitally concerned. It has worked close to the government and thru it our business has been able to take its place in winning the war, and we are therefore much indebted to it and should in the future accord it the hearty support we have given it in the past.

I wish to thank the officers for their hearty cooperation during the past two years. Especially do I want to thank the Board of Managers. In many cases they left their business upon a call made by me thru the Secretary to serve the interests of the Ass'n.

The report of Sec'y C. B. Riley follows:

Report of the Secretary.

The Association has closed another year of activities with a feeling of general satisfaction. We have increased our membership and our surplus. During the first half of the year, many of our members were forced out of business or induced to sell their plants to the farmers who have apparently been made to believe the grain business a veritable bonanza.

Doubtless some have done well by selling out, while in a number of cases others were deprived of that opportunity and have suffered by the construction of new plants to divide the business with them when there was scarcely enough grain to handle to justify the operation of one elevator. This is to be regretted, for the business concern that has an investment in a plant and business for the convenience and service of the community is a real benefactor and should not be driven into bankruptcy or out

of business so long as it performs a real service.

Much agitation in certain localities by a few farmers, has to some extent disturbed business and so far as we can learn not greatly benefited the agitators. Some of the officers of the Indiana Farmers Federation have been especially active and belligerent, using much newspaper space in the promotion of their propaganda of indiscriminate condemnation of the grain dealers, many of whom have been long established, serving their respective communities in a legitimate, efficient and economical manner on the basis of narrow margins that permit profits only by reason of intelligent and efficient business methods.

Meetings: We have not been able to hold as many local meetings as usual. We have aimed to go over the territory in the ordinary manner and called numerous meetings only to find from one or two, to much less than a fourth of the usual number in attendance.

The dealers all seem to be waiting for the great day of deliverance from the regulations and we anticipate a real meeting and all-round jubilee June next after the grain business has been handed back to its owners.

The Extremely Short Crops of wheat, oats and corn have prevented our people from handling the volume of business necessary to insure adequate compensation for the capital and labor involved. The quality and condition of the wheat was such that some were induced to bin it up and such as have done that are able at this time to realize a good profit.

The quality of corn is superior to that of many previous years but little of it has been offered for sale and we fear but little will find its way into the market. The scarcity of labor on the farms and the influence of \$2.00 price for corn that obtained during the months preceding the husking season caused farmers to crib it in anticipation of higher prices, and according to our observation when corn does not move freely during the cribbing season, much of it never reaches the market afterwards. In addition to the indicated causes of tardy movement, a general and aggravated car shortage has greatly militated against its movement, so we are prone to believe our members will not be blessed with the volume of business necessary to insure proper compensation for their investments and services.

The Association Has Been Represented at some of the important conferences of the trade at Washington, New York and elsewhere and assisted in the work of securing the contract with the Grain Corporation which has to some extent been a protection to the dealers against unjust and wholly unwarranted attacks by unfriendly interests.

Mr. Barnes has stated, more than once, that the grain dealers who purchased direct from the producers have so conducted their business and treated the producers so liberally that out of over four million wagon loads of wheat received by country grain dealers and millers from the producers, less than 300 complaints as to price or grade had been made as contemplated in the contract and regulations. We think this is a wonderful showing and highly complimentary.

When you learn that only two of those complaints were made by Indiana farmers, we think the conduct of our members and their standing before the bar of public opinion justifies compliments rather than criticism such as has been indulged in by one set of fellows whose conception of personal interests seemed to furnish inspiration for a campaign of denunciation. Instead of a constructive policy and program by them for the upbuilding of their organization, a negative and denunciatory campaign against the grain trade has been indulged in. But why complain, for with all the eloquence and columns of newspaper space to prejudice one class against another, only two regular complaints were actually made, as provided for in the Wheat Directors's Contract. One of these was finally decided, after much investigation by the authorities, in favor of the honesty and fair dealing of the grain man who had been prejudiced and advertised as a profiteer, the charge against him having been inspired by a hireling and custodian of the revenues of the organization that prompted this complaint. The other case was settled as a matter of business policy and not because of its merits.

Transportation: All grain dealers are familiar with the situation with reference to transportation and are anxiously awaiting the release of the railroads from the government operation. We feel confident the ultimate result of this movement will be beneficial and that the theory of government operation of public utilities as a complete remedy for many ills has received a body blow. We are prone to believe that relief from the present situation will be tardy in its arrival and a long period

of readjustment and reorganization is ahead with the necessity for some legislation that will enable carriers to build up their equipment and facilities and otherwise enable them to perform the service so badly needed. Two bills are now pending in Congress similar in construction yet not sufficiently uniform as to justify the full acceptance of one as against certain provisions embraced in the other. The two bills are known as the Esch and Cummins bills. The latter containing provisions designed to prevent general strikes and demoralization of traffic at the dictation of the walking delegate or heads of organizations that may not at all times be actuated by a spirit of highest regard for the welfare of the public. The Legislative Committee of the Grain Dealers National Ass'n is at Washington now working on this problem and from what we learn favors the average of the provisions of each measure.

The Average Grain Dealer favors the operation of the railroads by their owners; however they feel that they should be more sensitive to the wants and demands of the shipping public in the matter of service and less technical in their consideration of claims. In many instances claim agents are turning down valid claims and cite Rule 8 (a) of General Order No. 57-A as their authority. We will not now go into this fully for the Transportation Committee of the National Ass'n is working hard on the subject. However, shippers' legal rights are not forfeited by the acts of claim agents or in fact by any administrative rule or regulation, hence we urge the filing of suits when the shipper knows he has been improperly treated. The rules in question being administrative are not intended to in the least deprive claimants of their legal rights. We have had enough experience with litigation, however, to be slow in recommending it for redressing all kinds of wrongs, but we do recommend it in the matter of valid and meritorious claims declined on technical grounds.

The Interstate Commerce Commission has decided against the railroads and ordered them to stop the practice of declining meritorious claims after the lapse of two years and one day. This decision results from the complaint of the National Industrial Traffic League in which practically all the carriers of the United States are made parties. This case was predicated on a clause in the B/L and some carriers refused payments even when the claims were meritorious and the real cause of the delay in bringing suit was the carriers themselves failing to consider, reject and return the claims before the expiration of the two years in question. The Commission says, in its decision, that "where a shipper has complied with the requirements of the bill of lading with respect to filing his claim, it is the opinion he is entitled to a reasonable period after the claim has been declined within which to institute suit if he so desires. ***"

Philadelphia Exchange: We had a number of complaints about Philadelphia's failure to furnish complete car condition reports and after much protesting on our part, supplemented by the National Ass'n and others, the Commercial Exchange has established a "Car Examination Bureau" and promise complete and adequate service. Many of our shippers patronize that market and doubtless will be glad to learn of our accomplishments on that line.

Membership: The Ass'n has a larger membership now than at any time since its organization 18 years ago. Our net gain brings it up to 398 and we hope we will receive enough applications today to put it over the 400 mark. On other occasions we have called your attention to the fact that most new members are received through the activities of the Secretary's office and while we are pleased to show a good report, yet we would be much better pleased if each member would undertake to bring in at least one new member. There are 850 elevators eligible to membership and we now have about 400, so there is plenty of work for all to do if they really think the Ass'n should grow. The detailed report of our membership follows:

In good standing Jan. 10, 1919.....	385
New members added since.....	72

Total members	457
Dropped for all reasons.....	59

Total members in good standing to date..	398
(310 shippers and 88 receivers.)	
Additional stations in good standing.....	85
Dues unpaid to this date, \$965.00; 145 members.	

Advertising: The surplus accumulations are the direct proceeds from the advertisements in the directory and commission on claims collected. The two items amount to \$1,014.24 this year and substantial amounts each year for the last eight or ten years.

I wish to thank the officers and members for their cooperation and assistance in making the work of the Association during the past year the success it has been, and the only adverse comment I wish to make is on the matter of answering communications by the members.

Next was the treasurer's report by Bert A. Boyd, of Indianapolis, which showed that the yearly revenue was \$10,079.84, disbursements:

\$7,994.87, leaving a surplus of \$2,084.97. The ass'n bot \$2,000 worth of Liberty Bonds.

Pres. Taylor announced the following com'ites:

Resolutions: H. A. Lawson, Shelbyville; H. C. Halsliad, Mooresville; W. C. Hayward, Indianapolis; and H. H. Martin, New Castle. Auditing: P. E. Goodrich, Winchester; P. M. Gale, Indianapolis; Wm. Evans, Indianapolis; Fred Heinmiller, Indianapolis.

Nominations: F. A. Witt, Indianapolis; Charles Ashpaugh, Frankfort; Geo. Shoemaker, Daleville; Walter Schnaible, Lafayette.

An address by H. W. Reimann, Shelbyville, followed. His topic was "Business and Associations, Ethics and Ideals."

Mr. Reimann began by putting the audience in a pleasant frame of mind by telling them that an optimist is one who sees a light in the dark and that the pessimist is the fellow who goes along and blows the light out. He urged the people to get away from the pessimistic side of life and to work together for better things. That is just what the grain dealers should try to do.

His address is given elsewhere in this number.

As natural as the coming of dawn after the night, did the talk of Hence Orme follow that of Mr. Reimann.

Mr. Orme spoke on "Co-operation." In a little introduction he said:

One of the greatest things we have here in this country is nationalism. We are the model of every country in the civilized world today. Every country strives to be as near like the United States as it can. The liberty and democracy we have here is a most wonderful thing. Let us then, every one of us, try to preserve the constitution.

The greatest gift of God is soil. God spent ages in making this world for us, in making the hills and valleys, in putting reservoirs of gas and oil and layers of metal thru this land for us. Then He covered the surface with mighty soil. You can take everything else away but you cannot take the soil. Bugs may come. Droughts may come. Wind may destroy all the crops, but you cannot take the soil.

Everything in this world is here for some purpose. If it were not here for some good reason, I think God would not have sent it down here.

I hear you people talking about the troublesome "bore," how he destroys your crops, how he nearly ruins you. Now I will show you for what purpose that little bore is here.

Remember, years ago, before they started to diversify their farming down south? The best paying crop was cotton and a piece of land raised nothing but cotton. All at once something happened. Remember what it was? There came years and years of the cotton bore. Do you know they never got rid of that cotton bore down there until they started to rotate their crops?

Was not this an indication by nature that too much of a certain substance was being taken out of the ground?

What is happening in Illinois today? The phosphates and the nitrates are being taken out of the soil year after year in the form of corn. What is resulting? The bore is back with us again, indicating that we are taking too much of certain substances out of the soil. Now when a fertilizer containing the phosphates and nitrates are put back in the soil there is a noticeable decrease in the amount of prevailing "bore."

Another instance of the co-operation of nature is the bacterial action changing the crude nitrogen in the soil which can not be used by plants to a soluble nitrate which the plants can take up.

I have shown you instances of how the great forces of nature are co-operating. Why can't we, the farmer and the grain dealer, co-operate that way?

If the farmers could be educated to your grain dealers' cost of operation there would be much more co-operation between these men. Absence of a peace-maker between the farmer and the dealers cause them to fight out their controversies between themselves. This results in hard feelings.

The grain dealers and the farmers are in the world's greatest field, the agricultural business. To get success they must work together as brothers, friends and allies.

For years past the farmer and the grain dealer have been shooting at one another at long distance.

They got together in the trenches over in France and some still lie over there together after fighting shoulder to shoulder.

Gentlemen, we have got to get together. The talk took well with the house and many men commented favorably on what was said.

At the suggestion of Mr. Goodrich, Mr. Orme was voted the thanks of the ass'n.

Pres. Taylor: We will get along much better when the farmer and the grain dealer do get together and become educated to one another's needs.

Meeting adjourned 11:45 a. m. for lunch.

Afternoon Session.

The afternoon session began at 1:15 p. m.

The opening address was on the National Ass'n by President P. E. Goodrich, of Winchester, who pointed out to the shippers that the National Ass'n was ready and willing to help the state ass'n in every way it could. He advised that the ass'n should get its views before the conference com'ite. He said that the national com'ite is now in Washington doing all in its power to get cars for the shippers.

In your dealing with a railroad about a loss wait only a reasonable length of time before you put in your claim.

Mr. Goodrich expressed the hopes for reasonable rates in railroad operation but firstly for a system that will give service.

Charles S. Clark, of the Grain Dealer's Journal, Chicago, was the next speaker. He talked on associations and what they have done for the betterment of trade conditions.

In outlining the work accomplished by the National Ass'n, Mr. Clark showed how the ass'n's fought the old shiftless scooping methods. How they stopped the haphazard methods of doing business. By bringing the dealers together there was established a confidence in one another. The better feeling that existed brought business together and at the same time out of the hole.

An actual vote of those present showed that one-half of the dealers had elevators on ground leased from a railroad.

From the result of court decisions in Kansas and Iowa, Mr. Clark said that six per cent of the value of the land is a fair rental.

A vote on the League of Nations on printed forms given out to everyone was next taken.

The result was as follows:

Ratification of League without reservation..	50
Rejection of Treaty and League covenant entirely	7
Rejection of League entirely, separate from Treaty	21
Ratification of League with Lodge's reservations	65
Ratification on some other compromise basis	46
No indication on forms.....	18

Following there came a government stenographer, who took down in shorthand a record of what everyone did not like about the Federal Trade Commission. Everyone told the government man plenty. His ears must be ringing yet.

The statement made by Sec'y Riley, was that the government man was there to hear any complaints that any one had to make about the Federal Trade Commission. It was just a record. The sec'y wanted to know the result of any complaints made to the F. T. C., if any one had ever noticed any bolshevist or radical talk by any of the members of the F. T. C., also if it had any value to the grain business, any multiplicity in its questions and if the members thought that such investigations helped or hindered business.

Mr. Goodrich: The principal occupation of our government seems to be to have investigations. The F. T. C. has sent out tons of blanks for records, useless to the government. Proof that they were useless is, that nothing was ever said or done to persons who returned the blanks, marked, "No available records." Personally I think that the F. T. C. could very well be disposed of. I had one clerk who spent 60% of his entire time answering these unnecessary, useless questions.

Mr. Osman: I am speaking as a publisher. I am continually being bothered with notices from the F. T. C. of Smith or Jones who they say have been unfair in business. In, say six

months, I get another notice cancelling the first about Smith or Jones. If I have already published the statement I got about them, the mere publication by me of a denial of their former statement does not right the wrong done against Smith or Jones. It seems to me that the F. T. C. is trying to find out the amount of commissions paid to commission men in speculative business. They believe, it seems, that the burden is falling upon the farmer.

Geo. W. Rohm, Rockville: I am happy it may be over some time.

A. L. Harris, Harris Milling Co., Green-castle: Enough of it, time to quit, the war is over. Let us run our own business again.

C. A. Ashpaugh, Frankfort: Ask if anybody here has anything to say for the F. T. C.

W. B. Foresman, N. Y.: It was all right during the war. It is useless repetition now. The war is over so let us stop it.

D. L. Brookie, Frankfort: The F. T. C. has criticism due it, but everything has its good points.

E. Hutchinson, Arlington: The F. T. C. hurts the big fellow worse than the little fellow.

J. A. McDonald, New Albany: I have made out and answered all reports asked of me. We have been Americans. We have waited long enough. The war is over. Let us have peace.

O. J. Thompson, Kokomo: We have a small elevator and can not afford to pay anyone to get reports out so I had to get them out myself at night. Some of the foolish questions I was asked was, "What is the maximum amount of money borrowed in five years?" "What is the minimum amount of money borrowed in five years?" "From whom did you borrow?" I deem it none of their business.

C. S. Clark, Grain Dealers Journal, Chicago: In all my travels among the ass'n's I have never heard one good word for the F. T. C. or its work. I have known men to work night after night getting out these useless reports.

Every meeting of grain men denounces the work of the Federal Trade Commission. The long questionnaire has some purpose, no doubt, but I have yet to learn of it. You gentlemen



H. W. Reimann, Shelbyville, Ind.
Pres. Indiana Grain Dealers Ass'n.

speak of hiring one man to make reports to the Federal Trade Commission. How about the larger places that have had to hire as many as five men to dig up the desired information?

Mr. Riley, Sec'y.: "We have had complaints against the F. T. C. at every meeting." "You have the statements made now in mind." A vote taken showed that the ass'n was unanimous in indorsing everything that was said.

F. P. McComas read the following original poem:

The Grain Man.

It's a pleasure, fer me to tell,
'Bout the ones we know so well.
The grain man, who is he?
Is he the one you common see,
Takin' it easy most the time,
Trustin' things'll turn out fine;
Not carin' a rap who holds the sack,
Or whether the market ever comes back?
That aint him, not on your life,
Not in the grain mans strife.
There's a lot of fellers here today
An' I'm mor' an' pleased to say.
This's the finest lookin' bunch of men,
I've seen, lawse knows only when.
We have the younger, an' the older,
Some have the stoopin' shoulder.
There are those who have the cane,
Carried along by the stidied frame.
Then here's the bunch of distinguished men,
We dare not fail to mention them.
They'r on the job, your mighty right
An' what they do, why its a fright.
So when yo'r short an' short is wrong,
They'll face you about an' put you long.
They're a jolly lot, an' never sore,
This's the line of that big four.
You know there's Wallace an' Taylor Ben,
Also Charley an' Bert, they come then.
A happy bunch we are you see,
Lookin' fer things worth while to be.
Helped in the winnin' uv the war,
An' guess it's worth the workin' for.
If Kaiser Billy gits his pay,
Handed him, in the proper way.
Up to date I've been exempt,
An' feel like very much bent.
Cause I's sposed to be a profiteer.
Just like you might have been I fear.
An' since you know all 'bout the fuss,
I'll say but little of the muss.
It aint been long ner very far back,
I wished some other guy wud hold the sack.
Though our case was just an' all of uv that,
It made no dif I's on the mat.
You've read the finish all thru an' thru
An' I can't tell uv anything new.
But ye who yearn eternal bliss,
Jist keep yer seat an' list to this.
You know that feller, Uncle Sam,
Set about a modern plan.
Says, "boys you dance to music fine
An' help me cross the river Rhine."
The rivers crossed, don't never fret,
But we're still dancin' yet, you bet.
Yo're in the harness good an' tight,
Ready as ever to win a fight.
There's still a chance an' not far away,
To fix the job so it will stay.
Just an' right, rich an' plenty.
All said an' done, in nineteen twenty.

I. L. Miller, State Commissioner of Weights and Measures, gave a talk in which he showed the grain dealers where they were losing thousands of dollars a year. His address is quoted elsewhere.

In conclusion Mr. Miller urged the adoption of the metric system of weights and measures.

L. W. Forbell, New York, spoke on the New York market.

The export market is not clear. The government is gradually releasing its jurisdiction over the exporter. The foreign exchange has hurt business more than anything else. Some firms do have certain business arrangements to get around the exchange proposition.

The report of a large export business is no doubt true. There may be some exaggeration. In the foreign countries rye is just about as preferable as wheat, therefore there has been considerable exportation of rye.

The corn export has not been large.

It is the prevailing opinion that Europe is short of oats. Argentina has been shipping considerable but an insufficient amount. There probably would be considerable shipped from the United States, but the crop in 1919 was light in weight as well as yield. The foreigners demand that oats run 34 to 35 lbs. per bu.

The report of the Com'te on Nominations was accepted and the following elected for the ensuing year:

Pres., H. W. Reimann, Shelbyville; vice-pres., John H. Morrow, Wabash; and as members of the board of managers, Bennett Taylor, Lafayette, and F. L. Wasmuth, Huntington.

C. B. Riley, Indianapolis, will continue as sec'y, while Bert A. Boyd will continue as treasurer.

The Resolutions Com'te report was adopted. It follows:

Resolutions. Railroad Legislation.

WHEREAS, The future of the railroads of this country is of great importance to the business interests thereof, Be it

RESOLVED, (1) That we are in favor of the passage of legislation which will provide for the return of the railroads to their owners at the earliest possible moment and permit operation by them with as few restrictions in their management as is consistent with the public interest. (2) The public being wholly dependent upon the daily, uninterrupted, continuous operation of our common carriers, we are in favor of the enactment of legislation that will effectually prevent a catastrophe that would call a general railroad strike, and which will at the same time fully recognize the rights of the laborer and all parties in interest.

Cooperation with County Agents.

RESOLVED, That this Ass'n go on record as favoring anything in the way of cooperation with County Agents and other agricultural interests toward a better understanding and favoring everything that will tend toward better farming, also that the members cooperate with County Agents and agricultural interests to encourage in every way Boys' Corn and Boys' Pig Clubs and such agencies that will help the producer of the future.

Ask More Money for Bureau of Crop Estimates.

WHEREAS, The work of the Bureau of Crop Estimates of the Agricultural Department is of the highest importance to the farmers, grain dealers and business interests of the country by giving advance information of crop conditions and yields and because the accuracy of the reports put out from month to month by the Bureau affect both prices and production of farm products of all kinds; and

WHEREAS, The appropriations by Congress in the past few years have been inadequate to the growing scope of the Bureau's reports and have adversely affected mainly the broad publication of its findings, Be it

RESOLVED, That it is the sense of this Ass'n that Congress should increase the appropriation allotted to the Bureau of Crop Estimates in the Agricultural Appropriation Bill in order that the state and special field agents should have greater opportunities for examination in person of the territory under their jurisdiction and that the Bureau should be provided with larger funds to increase the circulation of their reports among farmers and business men, whereas the Bureau at this time is giving notice to the public that its circulation of market crop reports containing its reports must be seriously curtailed for want of greater funds

Approve Investigation of Federal Trade Commission.

BE IT RESOLVED, By the Indiana Grain Dealers Ass'n that we approve of the investigation of the Federal Trade Commission now being conducted by a sub-committee of the U. S. Senate with a view of making a report upon the value of the Commission as a governmental agency.

Thanks.

RESOLVED, That the thanks of this Ass'n be extended to all the speakers for the great value and interest in our program, and we especially commend for careful thought and consideration the excellent addresses of H. W. Reimann and Hence Orme, who in a spirit of broadness and fairmindedness pointed the way for a more harmonious and cooperative relationship between the various branches of business, the farmer and labor.

RESOLVED, That the thanks of the Ass'n be tendered the President, Secretary, Officers and Board of Managers for the excellent reports of the work accomplished during the year past and the prosperous condition of our organization.

RESOLVED, That we express our thanks to the Indianapolis Board of Trade, Indianapolis Grain Dealers and Millers for the generous entertainment and courtesies extended.

E. H. Beer of Baltimore explained the method of consigning export wheat to avoid paying the freight tax thereon. A good proposition he suggested, was to get in touch with the commission man you do business with and arrange with him in writing that he should pay the tax. He invariably will do it.

Following was a free for all discussion about many different subjects but the interest seemed to center on shipping conditions. Extracts from some of the discussions follow:

"Some concerns have goods that have waited for shipment going on two months and are still waiting for cars."

Ura Seeger of Marshfield said the farmers of his district were up in arms because they cannot market their grain and after a conference with the grain dealers sent the following telegram to each Indiana representative in Congress.

ALL ELEVATORS FULL; CARS WANTED.

Our county is in a deplorable condition caused by the extreme car shortage. We called the elevator men of the county together to-day and find all elevators in this county practically full of grain, some of which are so full they have been closed for the last thirty days, not having received a car in that time. This condition exists on the C. & E. L. Wabash and New York Central railroads. As a result farmers are unable to meet their obligations, our banks are in a bad condition and the owners of elevators borrowed and over drawn to their limit. Please use your influence to obtain relief for us.

Warren County Farmers' Ass'n.

"The only way I can get cars is to go down along the tracks and pick up one that has been unloaded."

"We were told that some cars were unfit to carry grain. Couldn't get them even when we agreed to do all the repairing ourselves."

"I think it is the labor proposition that is making such a muddle out of government operation. The other day nine men came over to deliver a casting that one man said he could deliver himself. The men took nearly two hours which made eighteen working hours to do a piece of work that one man could do in ten minutes." That is railroad efficiency under government control.

"If the dealers could get cars we think the H. C. L. would be reduced."

"All lines of business are effected by this car shortage. If a dealer does not make a determined effort to get cars why some one else will get his."

"Sent telegrams to Senators Watson and Wood for cars who referred the matter to Mr. Tyler. Mr. Tyler promised that we would get cars in two days. Still no cars. Where are the cars?"

"We are making no organized effort to get cars. We won't get cars wishing for them. In our territory the corn is heating in the elevators. There will be a considerable spoilage of winter stored corn unless we do make this organized effort. The elevators can't move grain and have been drawing on the banks. The banks will need relief soon if some movement does not begin soon."

The Banquet.

The banquet tendered the visitors by the Ass'ns and the Board of Trade was a most enjoyable affair. An orchestra and cabaret singers kept everyone happy while a tempting dinner was served in the beautiful Riley Room of the Claypool Hotel. Seats had been provided for 375.

After the cigars were lighted with Bert Boyd's non-combustible matches Toastmaster Ed. Raub, Pres. of the Board of Trade, introduced Frank P. McComas of Indianapolis, who read one of his own poems, written in Riley dialect, entitled "The Grain Man's Message."

J. P. Shoemaker of Daleville favored the dealers with a reading of Riley's "Old Glory."

Brig. Gen. F. C. Marshall, who commanded a brigade in the A. E. F. in France gave a lucid story of the movement of troops in action and some of the reasons why a few commanders did not remain at the front.

Judge Raymond S. Springer, Commander of the Indiana Dept. of the American Legion delivered an address on "Americanism," and the Assn.'s largest meeting was at an end.

107.....V.M.O.T.

Other Ohio men in attendance were O. P. Hall, representing the E. A. Grubbs Grain Co. of Greenville; L. C. Mendenhall from Lima, Frank H. Tanner of Columbus, O., Sec'y of the Ohio Millers' Ass'n, and W. F. Morgan of Columbus, representing Jno. T. Fahey & Co.

Cincinnati was represented by J. H. Martin and Lou McGlaughlin.

Herbert F. Hanks, a licensed grain inspector, came from Terre Haute.

Wm. Evans of the Wm. Evans Grain Co. was everywhere in prominence with his cheerful smile and hearty handshake.

Identification badges were supplied by the Grain Dealers Fire Ins. Co., Mr. and Mrs. Jones conducting the registration.

Mr. E. H. Wolcott, the first president of the Indiana Grain Dealers Ass'n, came to shake hands with his old friends.

Wm. Howard, sec'y of the Board of Trade, also has an office on the same floor as the meeting room, was there with a smile of welcome.

E. H. Beer of Charles England Co. came from Baltimore. L. W. Forbell from New York and J. A. A. Geidel of Geidel & Leubin from Pittsburgh.

Toledo representatives include Joe L. Doering and John W. Luscombe of Southworth & Co., C. W. Mollett, and C. O. Schaaf representing H. W. Devore & Co.

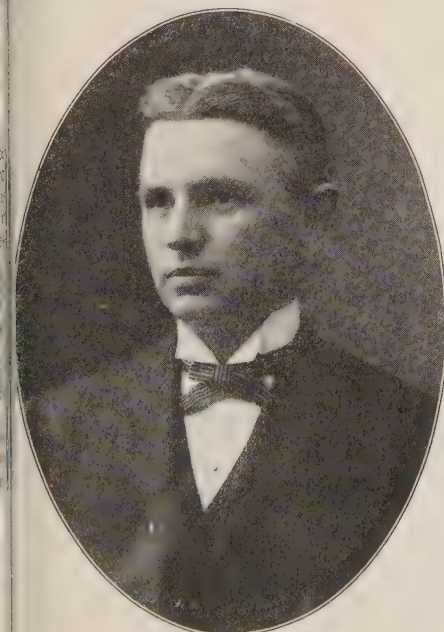
Walter Summers of Ambia stayed over for the millers meeting, notwithstanding rooms were not obtainable. The convention of furniture dealers got in first and none brot their goods with them.

The convention was like most one-day affairs. Many came in just in time to be late for the morning meeting and had to leave during the addresses at the banquet to catch an evening train out.

Illinois dealers in attendance included R. W. Gardner of Hitch & Carder, Chicago, F. L. Davis representing Rosenbaum Brothers, D. M. Hinzburg, Fairbury; J. B. Jones, Sheldon; Frank Jones, Ridge Farms; O. J. Moss, Kemp, and Elvis Weathers from Newman.

Bert Boyd, as in other years, was in prominence with his private stock. We don't know who directed the federal agent to the 6th floor for the twenty-six individual bottles of rye. That he found was plenty of smokes and a number of dark bottles of No. 2 rye.

The announcement of the government stenographer to take verbatim reports of expressions on the Federal Trade Commission, was a surprise that stirred those in attendance. The opinions expressed regarding the usefulness of the Commission was worth the trip to the convention to hear.



H. W. Robinson, Cleveland, O.
Pres. Elect. Grain and Hay Exchange.

J. A. Holland, Grain inspector at Lawrenceburg, was present.

Buffalo's delegation included Fred Collins, mgr. Umston Grain Co.; C. C. Lewis, Geel Lewis Grain Co.; H. F. Keitsch representing Pratt & Co.; E. E. & I. W. McConnell representing the McConnell Grain Corporation; James McKillen representing Dudley M. Irwin & Co., J. J. Rammacher and F. S. Schoenhart, representing the Electric Grain Elevator Co.

The Lew Hill Grain Co. distributed cards to convention visitors inviting them to drop in to their offices on the 4th floor for refreshments. This is the invitation handed around: Eats, we have plenty, soft drinks on tap, Our door is open, you don't even rap. Take this for its worth, it's a darn good hunch, Make your plans and follow the bunch. Those who called got a fine free lunch.

The Ass'n's membership roll passed the 400 mark at the meeting. The following Indiana dealers have recently been admitted to membership: J. C. Wilson & Co., Russellville; Farmers Elevator Co., Franklin; H. V. Catron, Lucerne; The Ambia Grain Co., Ambia; Farmers Grain & Supply Co., Thornhope, (Oak P. O.) Pulaski Co.; Cicero Grain Co., Cicero; Fulton Gr. & Lbr. Co., Fulton; McCorkle Bros. & Riley, Flora; Chalmers Grain Co., Chalmers; Geneva Equity Exchange, Geneva, Ind., and one Ohio firm—the Mansfield Elevator Co., of Mansfield.

Indiana shippers present included: Robert Alexander, Lafayette; J. P. Allen, Sullivan; C. A. Ashbaugh, Frankfort; J. J. Batchelor, Sharpsville; Robert Bell, Lafayette; A. E. Betts, Frankfort; S. F. Bowen, Felton; N. L. Bradfield, Valparaiso; D. L. Brookie, Frankfort; John Callaway, Ellwood; H. C. Clark, Tipton; A. B. Cohee, Frankfort; L. Cox, Rosedale; T. C. Crabbs, Crawfordsville; Milton Crowe, Frankfort.

H. H. Deam, Bluffton; H. Dickey, Parker; W. B. Foresman, Lafayette; T. E. Frantz, Frankfort; F. R. Freeman, Crawfordsville; J. G. Fox, Manila; P. E. Goodrich, Winchester; L. E. Greenwood, Remington.

E. L. Harris, Greencastle; J. S. Hazelrigg, Cambridge City; C. A. Hedworth, Romney; Shirl Herr, Crawfordsville; Jaf Holte, Aurora; R. M. Hutchinson, Arlington; J. M. Hutchins, Lafayette; E. Hutchinson, Arlington; L. H. Jordan, Star City; William A. Kessling, Thornhope; C. L. Lauthers, Linsburg; Harley Linville, Bluntsville; Cloyd Loughbey, Monticello.

J. C. McCammon, Letts; J. A. McDonald, New Albany; D. G. McFaddin, Ridgeville; Wm. Means, Lebanon; P. W. Millikan, Messick; W. Moore, Covington; D. C. Moore, Waynetown; E. C. Moore, Waynetown; Z. F. Myers, Linsburg; W. G. Myers, Linsburg; Wm. Nading, Shelbyville; C. L. Oldham, Pendleton; W. R. Owens, Montmorenci; C. S. Patton, Morriston; John W. Puttman, New Point.

W. E. and O. H. Reese, Fountaintown; C. F. Reeves, Charlottville; H. W. Reimann, Shelbyville; E. Reveal, Rossville; R. M. Robertson, Brownstown; G. W. Rohm, Rockville; W. E. Rooker, Red Key; A. B. Ross, Oakville; C. A. Ross, Rensselaer; F. W. Rushhaupt, New Palestine; Ura Seegar, Marshfield; C. Sharp, McGrawsville; A. D. Shirley, Dunkirk; J. P. Shoemaker, Daleville; D. R. Smith, Tipton; O. O. Smith, McCordsville; E. N. Smith, Ockley; E. K. Sowash, Middletown; C. A. Stevenson, Frankfort; Frank Strange, Frankfort; W. B. Sutton, Silverbrook.

O. J. Thompson, Kokomo; E. M. Truman, Lafayette; E. Van Steenbergh, Frankfort; H. E. Waltz, New Palestine; J. W. Waltz, New Palestine; C. J. Warneke, Greensburg; E. M. Was-muth, Roanoke; C. L. Watson, Red Key; W. B. Whitacre, Huntington; H. D. White, Carlisle; W. E. Whitacre, Huntington; J. C. Wilson, Russellville; H. G. Wolf, Morristown; E. T. Wood, Huntington; Fred O. Wright, Anderson; J. A. Zick, Morristown.

THE LICENSE granted to the Boydston Elevator Co., of Washita, Okla., has been revoked, effective at noon, Jan. 3, for violation of the wheat and food control acts and the rules, regulations and requirements of the Wheat Director and Food Administration, and also for violation of the conditions of said licenses, particularly including the company's failure to render reports; failure to answer official communications and furnish information and failure to appear or answer when summoned to a hearing before D. F. Piazzek, Kansas City.

First Grain Warehouse Licensed Under Federal Law.

The distinction of being the first grain warehouse to be licensed under the U. S. Grain Warehouse Act has fallen to the Mero Mills of Nashville, Tenn., whose plant was illustrated on page 1142 of the Grain Dealers Journal, Dec. 25.

License No. 1 was issued Jan. 12 by the Secy. of Agri., D. F. Houston and will authorize the Mero Mills to issue warehouse receipts.

Kenneth S. Crittendon, the pres. of the company, was also licensed under the Act to serve as inspector and weigher for the warehouse.

The United States warehouse Act provides for the licensing and bonding of warehouses, the issuance of standardized storage receipts, and the licensing of weighers and graders of products stored. The fundamental purpose of the Act is the establishment of a standard form of warehouse receipt for grain and other agricultural products that will be readily and widely negotiable as delivery orders or as collateral security for loans, and therefore of definite assistance in financing crops. This purpose the Act aims to attain by licensing and bonding warehouses under conditions which will insure the integrity of their receipts and make these receipts reliable evidence of the condition, quality, quantity and ownership of the products stored with them.

IN BUKOVINA, Roumania, any one who does not cultivate his land to the greatest possible degree, is liable to fine and imprisonment under a new order issued by the Minister Delegate.

E. E. Anderson Chosen President at Memphis.

The Memphis Grain & Hay Ass'n has elected Embry E. Anderson as president for 1920.

Mr. Anderson has been specializing in the shipment of ear corn, a business that he was engaged in when he removed from Covington, Tenn., to Memphis, four years ago, and since his arrival has endeavored to stabilize this commodity so that it could be merchandised on a more satisfactory basis, with the result that now many Memphis dealers find the ear corn trade to be a very profitable asset to their business. A portrait of Mr. Anderson is given herewith.



Embry E. Anderson, Memphis, Tenn.
Pres. Grain & Hay Ass'n.

Business Ethics and Ideals

[From an Address by H. W. Reimann Before Indiana Grain Dealers Ass'n]

We have arrived at an age when we should lay aside the continuous battle for the dollar and the dollar only. The last three years have taught us many things, but best and most important of all, the putting of shoulder to shoulder and together fighting for the better things of life; the looking out for the other fellow.

The grain dealer stands in an enviable position, in that he stands between the producer and the consumer and is in a position to assist in all movements toward the betterment of conditions.

A certain organization has adopted the slogan "HE PROFITS MOST WHO SERVES BEST." The same or a like slogan would be a very fitting one for this Association. This same organization defines itself as a body of men whose members believe in service, teach service and preach service in its broadest possible sense. The functions and purposes of this organization can be applied to our own Association, some of which are as follows:

- 1st. Betterment of the individual member.
 - 2nd. Betterment of the member's business, both in a practical way and in an ideal way.
 - 3rd. Betterment of the member's home, his town, state, country and of society as a whole.
- For its members this same organization provides activities which will:
- 1st. Extend their horizon of business experience.
 - 2nd. Stimulate their minds to travel in unfrequented channels of thought.
 - 3rd. Arouse them to service for others.
 - 4th. Help them attain their greatest possibilities.
 - 5th. Make them leaders among men.

On the practical side, the Association activities provide an opportunity for increased business through the establishment of cordial, intimate and friendly relations between members. Mark! They provide an opportunity; nothing more, nothing less. If, by participation in Association affairs the member gains the confidence of his fellow members; and if, with this fundamental business asset, he combines satisfactory goods, correct prices and service, his opportunities are often translated into results. Business between members of this Association is not an obligation of the Association—is not its essence, nor is it the reason for the Association's existence—it is only an incident.

On the ideal side, the Association activities provide members with codes of correct practices and high standards in business. In the Association ideals are not mere dreams of aspiration, they are working models for the member's daily life. They are equally applicable to his personal habits as to his business conduct. The ideals of the Association cover all phases of business morality as well as the whole range of the various elements which enter into what is called "SERVICE." The practices and ideals connected with the member's business are happily blended in the following slogan: "SERVICE. NOT SELF—HE PROFITS MOST WHO SERVES BEST."

The biggest question before us today, the question bothering all countries, is the labor question. We must face this question now and determine a solution. In the past it has been said to "Tread lightly for this is dangerous ground and we had better keep off." It is dangerous ground if we do not get onto it and that quickly. We must all realize by now that we must take a hand and lend our weight toward stabilizing affairs.

You are reading and hearing of strikes everywhere; industry interrupted; an economic revolution almost upon us. Each man, employer and employee, has his part to play and will be called upon to play it. Not only is capital and labor interested, but the community at large is mostly affected. How can we best do our part in bringing about a solution of this world-wide readjustment problem?

Business Cannot Be Neutral: The industrial situation has reached a stage where the masses are determined that would-be strikers shall show some consideration for the public. The American people do not intend to stand for an autocracy of a class of workers any more than they intend to stand for an autocracy of capital. They intend to see that both labor and capital get a square deal, but that both shall keep in mind the interests of the general public.

We cannot travel a neutral path and weather the storm; we must stand for RIGHT. We should spread the doctrine of SERVICE ABOVE SELF and practice it in our every day walk of life. We have work before us and should awaken to our country's need of men of true heart and

sound mind. It is time to act and strike for the cause of humanity. A man neutral on this subject today is a man afraid.

The principles of all labor unions, as announced in their constitutions and other literature, are not subject to criticism. A man who truly lives up to the principles so announced is a worthy citizen and one who will at all times perform every duty incumbent upon him. Therefore, no right-thinking man can quarrel with or take exception to the principles which underlie the formation of labor unions. But, unfortunately, in every conflict which arises there is a large element of men in every labor union who disregard the principles announced by the constitution and by-laws of their order and look first, last and all the time, to the exercise of brute force and the destruction of property and property rights to gain their demands.

Relations Between Employer and Employee: This is a subject receiving the attention of thousands of men not only among employers, but of men in all walks of life. We must grant, in the beginning, that a living wage is necessary. What is a living wage and how is it determined? This is a question open for argument. You can only upon investigation and experience, determine the answer. It varies in different localities.

Labor is asking a larger share of the joint product of money and labor and there is merit in the claim, but the chance of getting it is not advanced nor the justice of it more widely recognized by the refusal of labor to produce. The true wage is exceedingly hard to determine, for articles that were formerly luxuries are now listed as necessities.

Labor and capital are closer today than in any period of life. The grimy lad in the engine room and the pampered son of the "boss" were drafted under the same law; they trained in the same camp; they went "over the top" shoulder to shoulder. This should have its effect and be a factor for harmony in the future.

There must be no "standpat" attitude by either labor or capital. Business must be stabilized before labor can be largely employed; production must be maintained before labor can be benefited.

The outstanding fact in the world today is that the masses are demanding and receiving an increased share in the determination of their own lives. There is no such thing as "Private Business." All business is public in the sense that the management and the public are involved in the way it is conducted.

Service Is the Test of Business: When we realize that all business must be tested by the service it renders; when we come to the realization that all business is subject to the test of its responsibility; then we are in a position to meet the specific questions in the minds of all of us. Workmen cannot understand the many troubles that confront the business man because they have never been taken into his confidence. Labor has opposed scientific management because of the lack of understanding. Do you realize that what you buy or sell has a human element in it? The war has taught co-interest. Instill this thought into your business; teach enthusiasm by being a living example.

No Man His Own Boss: No business is so large that it can afford to lose the human touch. Let us pause a moment and ask ourselves this question, "Can a man be his own boss?" There is no man living and no man ever has lived who can be or was "his own boss." Not only his customers, but trade conditions, financial conditions, public whim and fancy, all "boss" and dictate the policy of the business. Just so does the community have an interest in every business.

Don't ask anyone to be loyal to you, ask them to be loyal to themselves. To possess the continued admiration of those with whom you come in contact and do business, you must continue to do things. The farmer who grows and delivers good quality of grain to you should be so compensated and encouraged. The practice is to the interest of the producer, ourselves and the consumer. It will mean better quality and better quality will eventually mean QUANTITY.

Boys' corn clubs and boys' pig clubs should be encouraged for the best interests of the boys, the community and humanity at large. These boys are the producers of the future and if they start right it will mean much to the world from the standpoint of food.

Do you individually, or through your firm, take an interest in civic and community betterment? No person nor business can live unto itself alone. Your interest must be felt and your influence must reach out into your community. By becoming interested in public playgrounds and parks, in churches and schools, you are aiding in affording recreation and better living conditions for those who reside in your community.

Grain Dealers have fully justified their existence when they perform a distinct service and this does not mean a service that is detrimental to their own interests, but a service in their chosen vocation and in their respective communities means profit, in fact a double profit, one to their community and one to themselves. All the impulses, motives, ideas and economics of life, of work, of business, of society and of government are old, old subjects "Old stuff," but they are fundamental, the fundamentals of a successful life and business.

The oldest and soundest rule we know is the Golden Rule. This means service. "Do unto others as we would they would do unto us," "doing it first" and always. This was never so true as today when every ideal on an economic basis is becoming practical and is on the eve of accomplishment. In our business methods and practically in our advertising and personal contact, let us preach right citizenship and right thinking. This is the cure for unrest and all of our ills. We must not profiteer in citizenship any more than in business. We must give 100 per cent value in both. We must think for as well as of others:

"How few think justly of the thinking few. How many never think, who think they do."

Let me read to you a practical creed for now and days. This was found among the papers of one Thomas Van Aistyne, an electrical engineer for the Westinghouse, who died at Hanley, Canada, October, 1913. This creed is suitable for all classes of men and if adopted and followed would end all business troubles:

A CREED FOR ALL.

1. To respect my country, my profession and myself. To be honest and fair with my fellow men as I expect them to be honest and square with me. To be a loyal citizen of the United States of America. To speak of it with praise and act as a trustworthy custodian of its good name. To be a man whose name carries weight wherever it goes.

2. To base my expectations of a reward on a solid foundation of service rendered. To be willing to pay the price of success in honest effort. To look upon my work as an opportunity to be seized with joy and made the most of, and not as painful drudgery to be reluctantly endured.

3. To remember that success lies within myself—my own brain, my own ambition, my own courage and determination. To expect difficulties and force my way through them. To turn hard experience into capital for future use.

4. To believe in my proposition. To carry an air of optimism in the presence of those I meet. To dispel ill-temper with cheerfulness, kill doubts with a strong conviction and reduce active friction with an agreeable personality.

5. To make a study of my business. To know my profession in every detail. To mix brains with my efforts and use system and method in my work. To find time to do every needed thing by never letting time find me doing nothing. To hoard days as a miser hoards dollars. To make every hour bring me dividends, increased knowledge or healthful recreation.

6. To keep my future unmortgaged by debts. To save as well as to earn. To cut out expensive amusements until I can afford them. To steer clear of dissipation, and guard my health, body and peace of mind as a precious stock in trade.

7. Finally to take a good grip on the joys of life. To play the game like a man. To fight against nothing so hard as my own weakness and endeavor to grow in strength, a gentleman and a Christian.

So I may be courteous to man, faithful to friends, true to God, a fragrance in the path I tread.

"THERE is one quick and effective way to put a stop to this business baiting; that is for all business to present a united front to such measures as the Kenyon, Gard and Siegel bills and all the others that they typify. It seems impossible that a thinking legislature could approve such a measure as either the Gard or Siegel bill, but a good many of us have a growing suspicion that legislatures do not think. Under the Gard bill, business would be compelled to live from hand to mouth. The Siegel measure would necessitate a course in bookkeeping with each five-cent purchase while none but a college professor could appreciate the necessity of a retail price that was over a dollar. A particularly evil feature of this type of legislation is that while fashioned with the ostensible purpose of reducing the cost of living, a bill such as that of Kenyon will actually and necessarily tend to advance prices, not to reduce them. That is something for the general public to keep in mind when it is inclined to be amused rather than alarmed by the legislative antics in Washington."—Pres. Merrick of Chicago Ass'n of Commerce.

Winter Problems of Grain Dealers Sixty Years Ago

By Florence L. Clark

The grain men of the northern Mississippi Valley now care little whether there is a January thaw or not. Time was before the railroads had bridged the Mississippi to eastern Iowa and Minnesota when a January thaw meant a peck of trouble to the grain dealers, if not enormous loss.

During the season of navigation from April to November it was cheaper to ship wheat by boat than rail and the commission men preferred St. Louis to Milwaukee and Chicago as a market. But when the river had closed over with ice then Dunleith, Ill., and Prairie du Chien, Wis., the only upriver terminals, became the objective point of all grain shipments, and Milwaukee and Chicago were the markets until boats arrived the following spring.

Everything depended upon the ice roads. When navigation ceased the greater part of the season's wheat crop was still on the farms and it was in December and January that most of the hauling to market took place. Hauling to market those days meant hauling to the river landings, for the Mississippi was the only outlet for the grain fields of northern Iowa and Minnesota.

Through December every warehouse on the river banks and, there were hundreds of them, filled with wheat. Meanwhile the great absorbing topic of the commission men, townspeople and farmers was ice forming on the river. If the season were normal, the ice before Christmas was thick enough to bear the weight of a load and team. As soon as that happy event occurred, roads were staked over the river and grain began moving over the ice roads to Prairie du Chien and Dunleith. It was the rush time of the year, for together with wheat all the commission men handled frozen dressed hogs. From a hundred to two hundred miles back from the Mississippi through December and January the trains of sleds piled with grain and hogs slipped long over the snow trails to the river landings. On reaching their destination and selling to the commission men the teams were kept going over the ice to the railroads on the east side of the river.

All went well as long as the mercury stayed down and the ice road remained firm. Ninety days of continuous crossing were had some years. Sixty days, though, was about the average that the grain men counted on. Let January thaw come and there were sleepless nights and plenty of worry for commission men and everybody else concerned. The ice became "rotten" and teams and loads broke

through, and were lost or rescued with danger to the rescuers. Sometimes the mid-channel would open up and have to have a bridge put in. This meant using boats across the open space, a device which was resorted to occasionally.

A PROLONGED JANUARY thaw made even this kind of crossing impracticable and all chance for getting over the river to market disappeared. Terrific congestion followed at the Iowa and Minnesota landings. Accounts in the newspapers of those times tell of the levees and streets about the river warehouses packed with teams of grain and hogs waiting to unload, with the warehouses already crammed to the roofs.

The hogs were the greatest worry of the commission men. With no place to store them there were times when they had to stack them like cordwood on the streets and place guards over them at night. Thousands of hogs sometimes accumulated. The only salvation of the dealers was to have a cold snap come and the river close up solid. Even if this happened their troubles were not over, for congestion was almost certain to follow at the railroad terminals.

After harrowing times of this nature and the period of no transportation facilities which always occurred in February and March, the between-ice-road-and-navigation season, it is little wonder that the final break-up of the river in March was a time of rejoicing, and the day the first steamer arrived from the south a veritable holiday.

At the sound of the whistle, the whole population of the different towns would gather at the wharf and cheer lustily as the boat landed. The captain was showered with praise and the commission men vied with one another for shipping space to relieve their bulging warehouses. Just before the arrival of the first boats the market at the landings had dropped almost to the bottom. Buyers from St. Louis, Milwaukee and Chicago usually preceded the first boats to take advantage of the low market. Says one of the Iowa river town newspapers of March 10, 1858, "There is no change in our market. Wheat is more active and it is said buyers are in town with 'piles of money' to purchase at a price as high as fifty cents, but a thorough search qualifies us to say that 45 is the top price so far. All anticipate a rise as soon as the ice goes out. The present spring-like weather will soon bring us the welcome scream of a lower steamer. Then look out."

HOW ANXIOUSLY the arrival of the

first steamer was awaited is gathered from this item of a week later in the same paper, "The river is wide open, but with the exception of the Ferry steamer and the Winfield of Johnsonport we have had no sight of steamer. We cannot account for the delay in arrival. Warehouses up river are filled with grain and the difference in favor of St. Louis as a market for wheat and oats over Chicago and Milwaukee ought to start the boats up."

What happened when boats did come is learned from this statement of April 21, "Vast quantities of grain go down river daily to the southern market. Every boat is loaded to the full."

Steamers were making trips to Iowa towns usually a month before navigation was open clear to St. Paul. It was an event of annual exciting interest when the news came that the first boat had made its way through Lake Pepin to St. Paul. What the first arrival meant to the northern port is gathered from the fact that the city used to grant free wharfage for the season to the boat which docked first in the spring.

ALL THAT REMAIN to tell the story of those pioneer grain buying days when the Mississippi River was the Iowa and Minnesota grain dealers' only means of transportation are the abandoned warehouses which here and there may be seen on the river banks. Most of the early day warehouses were hardly more than shacks. These have long ago disappeared entirely. At some towns, though, large stone buildings were erected by grain buying concerns or in later years by the steamboat companies. Some of these buildings have been wrecked to provide material for buildings of modern days. Some have been devoted to other uses as the old warehouse of the Diamond Jo company at Guttenberg which now houses a pearl button factory. Still others have succumbed to the ravages of time and are but ruins. The levee of Clayton, Iowa, one of the largest wheat and flour ports of early days, is lined with these old stone ruins.

OATS have continued to show independent strength and the action of the December which went to quite a premium over the May on the last day of the month, reflects a very firm situation. In spite of the unsettled exchange market, the volume of oats sold recently for export is reported to be very large. Offerings to arrive have been much smaller, though large amounts were sold recently, mostly for long time shipment. Cash demand is good with cereal interests and shippers in the market. Premiums are well maintained.—W. H. Perrine & Co.

FLAXSEED and linseed meal remain on List A of the British embargo, which prohibits exports except under license, according to a cablegram Dec. 29 from the American Consul General in London.



Ruins of Old Warehouse at Clayton, Ia. Abandoned Diamond Jo Warehouse at Guttenberg, Ia.

Country Elevator Accounting--VII

The Cash Journal

By C. A. Lovell

The cash-journal, as its name implies, is the record in a bookkeeping system in which is recorded the entries relating to cash received and disbursed; and where entries not involving the movement of cash are placed in the course of their transfer from the place of original entry to their final disposition in the ledger. In earlier accounting practice it was the custom to use a cash book and a journal for the purposes mentioned, but gradually these two books were altered and their usefulness extended until the combination cash-journal had been evolved.

Forms of combination cash-journal are numerous and varied, each having been worked out to conform to the special needs of an individual business. The business of all country elevator operators is quite similar in many respects, and altho no business is exactly like another there are certain principles and broad features of resemblance that make it possible to design a form of cash-journal that will be applicable to practically every country elevator. A form that will meet the principal requirements is shown in the engraving reproduced herewith. When, for any reason, this form cannot be applied to a given business it will be necessary only to change it in some of its less essential features, and after these changes have been made it will be found that the following description of the form that is presented herewith will serve as well for the altered form.

THIS FORM may be ruled to order exactly as shown, or a stock form of multiple column figuring book, to be had from any stationer, may be adapted by using rubber stamps to insert the column headings.

Description of the Form.

An examination of the form illustrated will show that columns are set aside to each of the following items: Cash, Ledger, Bank, Date, Details, Wheat, Corn and Expense, and that two blank columns are provided. If it is desired, other commodities, such as Oats, Coal, Flour and Feed, Posts, Tile, etc., may be given columns; and one or two blank columns should always be arranged for in order that there may be space for the record of transactions in additional commodities.

Most of the column headings are self-explanatory. The use of the word "Deposits" and "Checks" as sub-heads under the Bank column is for the purpose of making these items clearer. Of course a deposit made in the bank is a debit to the bank account on the books of the business, and a check drawn against the bank is a credit, but deposit and

check are words that are more easily understood. The column for Check Number is provided to make it easier to locate a given check in the cash-journal. In the Detail column the explanation of each entry is to be placed. The column for Account Number, following that for Expense, is provided for the record of the number of the individual expense account to which an item is to be charged; it being presupposed that the business will be conducted under some plan of separating expense items into various classes.

Making Entry in Cash-Journal.

To illustrate the cash-journal entries for certain transactions, the examples that have already been given will be used.

These examples have appeared from time to time in this series of articles, which began in the Journal for Oct. 10, 1919.

The first of these detailed the opening of a country elevator business with the following financial facts to record on the books:

Value of Elevator	\$8,000.00
Value of Real Estate	500.00
Value of Furniture and Fixtures	200.00
Cash in Bank	5,000.00
Cash in Office	50.00
Invested by Proprietor	5,000.00
Notes Outstanding	8,750.00

Analysis of these facts will show that the following debit and credit separation can be made:

	Debits.	
Elevator Account	\$8,000.00	
Real Estate	500.00	
Furniture and Fixtures	200.00	
Bank	5,000.00	
Cash	50.00	
	<hr/>	\$13,750.00
	Credits.	
Proprietor	\$5,000.00	
Bills Payable (notes)	8,750.00	
	<hr/>	\$13,750.00

Individual ledger accounts must be opened for each of these general accounts. The cash-journal provides separate columns for bank and cash and the respective amounts may be set down in those columns. No separate columns are given for the elevator, real estate, furniture and fixtures, proprietor or bills payable, and these items must be entered upon the cash-journal in the column provided for the ledger. The cash-journal will then present the following appearance, with the explanation "Opening Entries" set forth in the Detail column:

In Cash column a debit of.....	\$ 50.00
In Bank column a debit of.....	5,000.00
In Ledger column a debit of.....	8,700.00
In Ledger column a credit of.....	13,750.00

A prominent feature of the cash-journal found in the fact that it makes it unnecessary to post to ledger accounts a mass of individual items, permitting these to be posted in monthly totals. In this case, it is not required that cash and bank items be posted immediately to the ledger accounts. They can wait until the total is obtained at the end of the month. The items for Elevator, Real Estate, Furniture and Fixtures, Proprietor and Bills Payable must be posted immediately and individually to the proper accounts in the ledger.

A Grain Purchase.

When a wagon load of wheat costing \$800 is purchased from a farmer the following tries will be indicated on the cash-journal:

	Debit.	
Wheat		\$150
	Credit.	

The Farmer.....\$150
The issuance of a check in payment for
wheat will require this entry:

	Debit.	
The Farmer.....		\$150
	Credit.	
Bank.....		\$150

The entry to the wheat account, and that to the bank, will go in the cash-journal column having these respective headings, while the entries to the farmer's account will be placed in the Ledger column. The principal column may be posted monthly. These are Cash, Bank, Grain Columns and Expense.

A sale of grain involves essentially same entries as a grain purchase, except that they are reversed in the case of a sale.

What the Cash-Journal Shows.

The value of any book in an accounting system lies in the information which it gives. The prettiest book is not always the most valuable, nor is the ugly one always to be despised.

The cash-journal has been styled a business barometer, and such it may be made if form is properly conceived and its operation correctly followed.

At the end of each day the total of debit footings on the cash-journal must agree with the total of all credit footings. This proves the cash-journal to be in balance. The difference between the debits and credits in the ledger, excluding those of Cash, Bank, Grain Accounts and Expense, must agree with the difference between the total of the debit and credit columns under the Ledger heading on the cash-journal. This provides a control on the accounts and columns under consideration.

At the end of each month the totals in Bank, Cash, Grain Accounts and Expense columns are to be posted to the respective ledger accounts. When this is done the debits and credits on the ledger itself must balance. This gives a "trial balance" of the work.

At any moment the difference between debit and credit total on the ledger cash account, plus or minus the difference between the footings of the cash column on the cash

[illegible]

Ruling and Headings for a Cash Journal.

FERTILIZER for the spring of 1920 will be in short supply, owing to strikes cutting down production. There is a world shortage of acid phosphate, reports W. D. Huntington, president of the National Fertilizer Ass'n, on his return from a 3-months' stay in Europe. The situation over there is far more alarming than it is here, for they have practiced more intensive cultivation than we have, and are absolutely dependent upon the use of large quantities of fertilizer per acre.

3. We understand the top of the market at Kansas City to be the highest price paid for the highest test for any grade.

AT THE CONCLUSION of the report by the farmers the president of the Chamber of Commerce reported that the Chamber had

Ruling and Headings Suggested for a Cash Journal.

by wire, taken up the matter of cars for the Farmers' Ass'n, and that a representative of the Chamber of Commerce was in Omaha pleading for cars.

Mr. Williams to begin with recalled that the Hays City Flour Mills sold the Ass'n an elevator about five years ago, and had done everything possible to foster the Association's growth. He further stated that it was always the desire of the Mills to co-operate to the fullest extent with the farmers, reserving the right, of course, to make a fair profit. The following alternatives he presented for action by the farmers:

1. The Hays City Flour Mills will turn over the Kruger elevator, property of the Mills, to the Farmers Ass'n, to be used by the Association until its new house is ready. This house may be made ready for use at an expenditure of not more than \$500.

2. The Hays City Flour Mills will store and handle wheat bought and paid for by the Farmers Ass'n until the new house is built.

3. The Hays City Flour Mills could refuse to buy wheat.

Mr. Williams explained that the wheat market had broken, going down from 10 to 15 cents per bu. in the last week, and that those buying wheat at an advanced figure were doing so at a risk, taking a chance in speculation. He agreed that the shortage of cars was at the bottom of the whole trouble. He commented on the fact that the United States Grain Corporation allows a minimum profit of 8 cents per bu., contrary to which the Rush County Fair Price Committee recommends a margin of 6 cents.

The Farmers' Ass'n did not accept any of the alternatives offered by Mr. Williams. Instead, they insisted upon a permit for a portable elevator until they could rebuild. Furthermore, they agreed to the appointment of two committees, one composed of members of the Hays Chamber of Commerce and the other of members of the Farmers' Ass'n, to work together to solve the questions of car shortage and price-fixing.

THE DEPARTMENT of Agriculture, Bureau of Chemistry, claim that the addition of screenings, weed seeds, foreign grains or similar substances to grain is adulteration. The addition of water to increase the moisture content of grain is also adulteration, even if the resulting moisture content of the grain is less than is permitted by law, says the Bureau in its circular of Jan. 9.

Feedstuffs

BUFFALO, N. Y.—The Mutual Millers & Feed Dealers' Ass'n met here Jan. 23 at the Statler Hotel.

KANSAS CITY, Mo.—The Nelson Grain & Milling Co. expect to add machinery for the manufacture of corn meal.

MEETINGS of the Eastern Federation of Feed Merchants will be held Feb. 11 at Syracuse, N. Y., and at Boston, Mass., Feb. 13.

MEMPHIS, TENN.—The Quaker Oats Co.'s new plant is progressing rapidly, and the mixed feed plant is to be in operation by April 1.

KANSAS CITY, Mo.—A car of No. 1 Kansas alfalfa weighing 54,720 lbs. last week sold for \$984.96. This is the highest price ever paid in this city for a car of alfalfa hay.

PINE BLUFF, ARK.—The official staff of the Riley Feed Co. has been reorganized. H. V. Bahlau has retired from active management of the concern and has been succeeded by W. P. Cook.

CINCINNATI, O.—The receipts of all kinds of feedstuffs during the year 1919 were 3,150 tons compared with 3,360 tons in 1918.—Geo. Munson, chief inspector, Cincinnati Grain & Hay Exchange.

WILLIAMSON, W. VA.—The Tug River Feed Co. has just completed its building. The concern is capitalized for \$50,000. The principal stockholders are Fred Hutchinson, Col. F. L. Schoew and Fred Brumister.

MADISON, WIS.—We are desirous of installing machinery for the manufacture of molasses feed and would like the names of firms who manufacture equipment for this kind of a mill.—H. P. Brown Co., Inc.

MEMPHIS, TENN.—The Chickasaw Feed Co. has been incorporated to do business in Shelby County. The capital stock is \$10,000, and among the incorporators are R. E. McCaughn, W. C. Drummond and F. S. Millington.

CLINTON, IA.—The Superior Molasses Hog Feed Co. has remodeled the Clinton Brewery into a feed factory, making 60 tons of feed daily. Louis Lohberg is pres. and treas., and M. J. Dannatt, vice pres. and sec'y.

INDIANAPOLIS, IND.—The Thomas-Boyd Direct Feed Co. has been incorporated to manufacture grain products. The capital stock \$900,000, and the incorporators are James Boyd, Jas. G. Thomas and Edward J. Boyd.

SIoux CITY, IA.—The Alfalfa Products Co. at its annual meeting held recently elected the following officers: President, Axel Larson; vice president, R. Merrill; secretary and treasurer, J. Chicoine, and Wm. Mize manager. It expects to double its capacity within the next few months.

JACKSON, MISS.—The Aviston Flour Co. has just completed the installation of new feed mixing machinery of the Savage make. The firm expects to turn out 150 tons of mixed feed in addition to the present whole sale business in flour and grain. The company will turn out molasses horse, cattle, dairy and hog feeds. The present plant is located in a large brick warehouse. The Aviston Flour Co. was organized in 1915 with H. J. Schlafly of Carlisle, Ill., pres., A. J. Schlafly also of Carlisle, vice-pres., and W. T. Gobe Jackson, Miss., sec'y, treas. and manager.

MEMPHIS, TENN.—The Memphis mixed feed interests sent a delegation to Washington on Jan. 10 to join with Nashville, St. Louis and other centers in protest against a raise in rates on blackstrap molasses. The increase of 4 cents a hundred was first known upon the arrival of the new tariff announcing the raise to take effect after Dec. 31. The local delegation consisted of J. B. McGinnis, traffic commissioner for the Merchants Exchange, W. T. Smith-Vaniz, S. T. Pease, J. T. Morgan and W. A. Hall. Considerable blackstrap molasses is used in large amounts in this territory in the preparation of sweet feed.

LOS ANGELES, CAL.—The receipts of feedstuffs at this market during December were 17 cars bran, 3 cars of shorts, 246 cars of cotton seed products and 13 cars of poultry feed; compared with 26 cars bran, 6 cars shorts, 167 cars cotton seed products, 5 cars of poultry seed in December, 1918. The total receipts for the year 1919 were 89 cars bran, 6 cars shorts, 12 cars alfalfa products, 1 car chopped oat feed, 617 cars cotton seed products and 46 cars of poultry food as compared with 83 cars bran, 18 cars shorts, 13 cars alfalfa products, 8 cars chopped oat feed, 413 cars cotton seed products and 8 cars of poultry food in 1918.



Westbrook Grain & Milling Co.'s Plant at Pine Bluff, Ark.

A MERGER of Penick & Ford, of New Orleans, with the Douglas Co., of Cedar Rapids, Ia., is rumored.

ALBANY, N. Y.—Barber & Bennett, Inc., has registered the words Fort Orange as its trademark. The words are written in a half circle and are used on stock, horse, dairy and poultry feed.

COTTONSEED received at the mills from Aug. to Dec. 31 amounted to 2,868,795 tons. The quantity crushed during this period was 2,357,02 tons. The amount still held in mills on Dec. 31 was 536,118 tons, as reported Jan. 19 by the U. S. Dept. of Agriculture.

THE ACTION recently taken by the Railroad Administration canceling all rates on black-trap molasses imported from Cuba, putting the old rates back into effect, will hurt many mixed feed men. The feed manufacturers have contracts sold ahead to deliver feed containing molasses, price based on the molasses freight rates just canceled. The old rates again put into effect are much higher and the feed manufacturer will have to stand the loss. A queer thing about the order that was issued canceling the rates is that it contained the words "issued Dec. 19, effective Dec. 31," but the order was sent to trade on Jan. 2.

IN ENGLAND at the present time a ton of wheat mill feed for cattle feeding costs \$90.02 per ton, while a ton of wheat costs but \$72.73, according to Major Wheeler, M. P., in a discussion in Parliament with the Parliamentary Secretary to the Board of Agriculture, Mr. McCurdy. In reply Mr. McCurdy disagrees with the major. He admits that the price of wheat is \$90.02 per ton, but says that the price of coarse mill feed is \$61.28 per ton, while the fine feed is worth \$70.56 per ton. Mr. Ratcliffe, M. P., in the discussion asked the Secretary if he was aware that the farmer who sells his wheat for \$90.02 per ton must if he wishes to produce milk and meat pay the feed crushing companies \$121.66 per ton for feeding cakes.

FEED SHIPMENTS to manufacturers should be labeled with the net weight. In Service and Regulatory Announcements, Chemistry 13, Item 299, the bureau announced that cottonseed meal in sacks of uniform size is regarded as food in package form, and should bear a plain and conspicuous statement of the net weight of the contents. There appears to be some doubt among members of the trade as to whether this ruling applies to shipments made to feed manufacturers for the purpose of using in mixed feed and where the product does not appear on the open market in the original unbroken packages. The Food and Drugs Act makes no provision for exempting from its operation shipments which are intended for manufacturing purposes. Cottonseed meal in sacks of uniform quantity of contents should therefore bear a statement of net weight, regardless of the ultimate disposition of the product says the Bureau of Chemistry in its announcement of Jan. 9.

Export of Feedstuffs.

November export of feedstuffs, compared with November, 1918, and for the ten months ending November, compared with the ten months ending November, 1918, as reported by the Bureau of Foreign and Domestic Commerce, is as follows:

	—November—		11 mos. ending Nov.	
	1919.	1918.	1919.	1918.
Bran and midds., tons	164	398	4,175	6,739
Corn oil, cake, lbs.			997,939	67,350
Cottonseed cake, lbs.	82,169,081		325,373,291	1,383,250
Cottonseed meal, lbs.	22,043,343	811,175	223,737,225	5,915,921
Pr. grt. mlt. spts., tons	108	209	1,752	217
Linseed cake, lbs.	31,769,490	4,160,185	289,829,313	37,951,000
Linseed meal, lbs.	469,080	6,946,243	25,305,115	30,437,896
Mill feed, tons	1,089	417	11,776	9,184

LOUISVILLE, KY.—The old Ferncliffe Distillery is now the Ferncliffe Grain & Seed Co., having a capital of \$25,000. The company expects to begin producing feeds in a short time. Several other distilleries and breweries have remodeled their plants for the handling of grains and feeds.

DENVER, COLO.—The Rocky Mountain Mixed Feed & Feedyards Co., under construction in this city, was inspected by fifty business men, stockmen and bankers recently. The plant when completed will cost \$175,000. It will have a large mill for grinding alfalfa and for the manufacture of alfalfa feed. The plant will have a large elevator and a 200-foot hay storehouse. In all the plant will cover 73 acres.

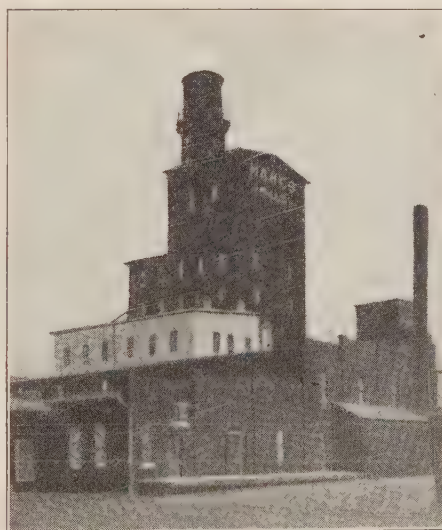
KANSAS CITY, MO.—The receipts of bran at this market during December were 52,920 tons; compared with 152,340 tons in December, 1918.—E. D. Bigelow, sec'y, Board of Trade.

JOHNSON CITY, TENN.—The Treadway Feed & Seed Co. has been incorporated in this city with a capital of \$35,000. G. E. Treadway, J. W. Franklin, D. M. Quinn, P. E. Divine and W. B. Milam are the principal stockholders.

CINCINNATI, O.—The Nutritia Co. is the name of the concern formed last month when the Squibb-Carter-Squibb Feed Co., of Lawrenceburg, and the Eikenberry-Fitzgerald Co., of Cincinnati, combined. They have offices in the Carew building. Officers of this company are: N. E. Squibb, pres.; E. C. Eikenberry, vice-pres.; R. S. Fitzgerald, sec'y; and E. A. Fitzgerald, treas. and general mgr. They are manufacturing and selling feeds and are buyers and sellers of grain, mill feed, hay and straw.

THE CHAIRMAN of the Canadian Wheat Board on Jan. 5 announced that in order that the consuming public of Canada can have advantage of the lower prices of flour in the United States permits will be issued for the importation of the American product.

THE WHEAT and flour trade and officialdom would do well to realize that the former are now under official guardianship not because such a state of things makes for the good of the community, but simply because this is part of the evil aftermath of war, which cannot for the moment be got out of the way. It is of the essence of officialdom to move on certain well-defined lines, or rather in a very narrow groove. In a Government office to which the supervision of business has been delegated, business has to accommodate itself to the rules of the office, whereas in a private trader's office the chief and all his assistants have to put their own personal inconvenience aside and to grasp business as and when they can find it.—London Corn Circular.



Marco Mills, Pine Bluff, Ark.

Grain Handling Plants of Pine Bluff.

Pine Bluff is one of the leading cities of Arkansas and has tributary to it the grain and feed trade of a considerable territory. It is situated on the Arkansas River, which is navigable from one end of the state to the other, and enjoys railroad facilities as the junction of the main line of the St. Louis Southwestern with the Valley Division and the Pine Bluff branch of the Missouri Pacific, and the Pine Bluff & Arkansas River Ry.

The three leading grain interests of the city are the Marco Mills, the Westbrook Grain & Milling Co., and the Riley Feed Mfg. Co.

THE MARCO MILLS.

The ownership and management of the Marco Mills changed hands last August. This mill, serving the South and Southwest with corn meal and mixed feeds, is now operated as a corporation and officered by John F. Weinmann, pres., Guy Williams, vice-pres. and sec'y, and H. L. Remmel, 2nd vice-pres. and treas. The operation of the plant is under the management of Guy Williams.

The elevator capacity is 100,000 bus. bulk grain, and the warehouse will accommodate 600 cars. The corn meal mill has a daily production of 1200 bbls. while the mixed feed plant turns out 12,000 sacks of feed in a ten-hour run.

The elevator is equipped with Fairbanks Receiving and Hopper Scales. Richardson Automatic scales are used in the corn meal mill and the feed plant. The machinery is operated by electric motors having a total of 675 h.p. and a gasoline engine of 250 h.p. Westinghouse Generators have been installed. The power for the motors is derived from the city plant in part, and from a privately owned power plant.

Gaunt mixed feed machinery is used and the molasses storage will accommodate 100,000 gallons.

WESTBROOK GRAIN AND MILLING CO.

The Westbrook Grain & Milling Co. was organized in 1912 and its elevator and mixed feed plant was constructed in the same year by Kaucher & Hodges.

The elevator has a capacity of 25,000 bus. bulk grain and the two warehouses built in connection will hold 150 cars of sacked grain or feed. In addition to the mixed feed plant, which turns out 120 tons daily, the Westbrook Co. also operates a corn meal mill of 250 bbls. daily capacity. The plant is located on the Cotton Belt Railroad and has a private sidetrack.

The elevator is of iron-clad construction and has nine bins. It is equipped with both track scales and sacking scales. The elevator also has one Howes Cleaner. The mixed feed plant turns out several grades of poultry feed and alfalfa feeds. The corn sheller has a total capacity of 300 bus. per hour.

RILEY FEED MANUFACTURING CO.

The molasses mixed feed plant of the Riley Feed Manufacturing Co. has a daily output of 30 car loads of feeds. The firm specializes in live stock and poultry feeds of all kinds and is a jobber in flour, corn, oats, mill feeds and sweet feeds.

The company was formerly known as the Riley Commission Co., but the name was changed in 1916. The general manager is W. P. Cook.

OVERTHROW of the United States government by force and violence could not be advocated in print or speech under the bill introduced by Representative Sterling of South Dakota, and which passed the Senate Jan. 20, with a substitute known as H. R. 11430 by Graham of Pennsylvania. In view of the fact that the Constitution provides for orderly and lawful change in our government to the most radical extent there is not the slightest excuse for an infinitesimally small minority to attempt a change by violence.

Recommendations on Railroad Legislation.

The National Industrial Traffic League having previously presented its views on railroad legislation to the Senate and House Com'ites, has given further consideration to Bill HR ten four five three as amended and passed by the Senate and respectfully submits the following additional recommendations, to the joint Conference Com'ite of the Senate and House:

We oppose continuation of Federal control after March one nineteen twenty.

We advocate striking from the Bill all reference to a Transportation Board and favor reposing all regulatory authority in the Interstate Commerce Commission.

We advocate striking from the Bill provision requiring compulsory consolidation of carriers, but favor voluntary consolidation subject to approval by the Commission.

We favor inclusion of so-called anti-strike legislation substantially as proposed in Bill as amended by Senate, except to substitute the Interstate Commerce Commission for the Transportation Board. If the Joint Conference Com'ite cannot agree on these provisions the League then favors enactment into the law substantially present Canadian Arbitration Act with the added provision that the findings of the Commission shall be made public within ninety days.

The League favors that portion of Section 6 of the Bill beginning with line fifteen and ending with the word "secured" in line twenty-three, page one hundred.

We are unalterably opposed to fixing by legislation any specific minimum or maximum rate of return or the distribution of so-called excess earnings leaving to the Commission the provision of adequate revenue.

We favor provision in Section forty-four beginning with line ten, page one hundred eighty, to line six, page one eight two inclusive, with following exceptions: Strike out words "one hundred twenty days" lines two and three, page one eight one, and substitute words "six months." Strike out words beginning with the word "if" in line eight and ending with word "and" in line twelve, page one eight one.

We recommend that the words "six months" be substituted for the words "ninety days" and "four months" in line eighteen, page one eighty-eight. We also recommend that the following sentence be added after the word "notice" in line twenty-three, page one eighty-eight: quote Provided further that in computing such period for institution of suits period of Federal control prior to the passage and approval of this Act shall be excluded, unquote.

We endorse the provision of the Bill beginning with line fifteen, page eighty-five, to and including line nine, page eighty-eight, with the following language added after line nine, page eighty-eight: quote That all reparation or other claims arising out of transportation over common carriers under Federal control made against or filed with the Director General or that may be filed with the Commission within ninety days after this Act becomes effective, shall be under the control of the Commission and subject to orders of the Commission, which shall act in the place and stead of the Director General in receiving, considering and disposing of all such claims; and to this end the Director General shall turn over to the Commission all records, files and papers in his possession at the date this Act becomes effective relating to reparation claims, and the records, papers and files or any part thereof, relating to other claims shall be accessible to the Commission. Any payments in settlement of any claim shall, as to that transportation or part thereof performed by any carrier or carriers operated by the Director General, be made out of any of the monies or funds described in this Act for the liquidation and settlement of shippers' claims arising during Federal control provided that the period of Federal control shall not run or be computed against the statute of limitations governing formal procedure concerning any claim referred to in this Section, if formal procedure be begun within the period defined herein, unquote.

We recommend the incorporation of the following additional provision after line twelve, page ninety-two: quote That upon the conclusion of their work all records of the offices of the Directors of Public Service and Traffic, and of all freight traffic com'ites of the United States Railroad Administration shall be turned over to the Interstate Commerce Commission, unquote.

We oppose any consolidation of the express companies that will substantially lessen the competition which existed prior to the formation of the American Railway Express Co. and therefore oppose any legislation that will permanently continue that consolidation. We favor legislation permitting consolidation after thorough investigation and approval by the Interstate Commerce Commission to the extent that reasonable competition will be preserved.

Scale Inspection in Indiana.

Before the Indiana Grain Dealers Ass'n recently I. L. Miller, state commissioner of weights and measures, read a paper on scale inspection in that state, from which the following is taken.

How many of you systematically care for, and test your scales? A few days ago we heard of a pair of scales which had been in use for 40 years, and so far as we know, has never been tested. I do not believe that scale owners as a class are dishonest, but I fear many are almost criminally negligent. Our chief inspector tested a coal scale a few weeks ago and found it weighing several pounds long on the ton. The owner calculated, from his volume of business of the previous year, that he had lost two thousand dollars. The owner of a newly purchased flour mill called an inspector to test his scales. Tests showed the scales to be weighing enough against the miller to cost him practically all his profit. The inaccuracy of your scale may easily represent the difference between a bare existence and a legitimate profit. Do you know your scale?

Tests on about 1,000 wagon and truck scales last year showed an average of one out of four inaccurate. Of twenty-one wagon scales tested in one of our small county seats, twelve were condemned as unfit for weighing until proper adjustments were made. There is no reason to believe that the showing would be any better among those scales of the state which have not been tested. After all, scales are only delicate, mechanical contrivances, and are subject to the same ills as all other machines of like delicacy. Why then their neglect?

A farmer claimed pay for forty bushels of wheat from his local elevator operator in excess of what the elevator scales showed. An inspector of the State Department found the elevator scale correct but the farmer's scale was weighing about one pound long on each one hundred. In another case a disagreement arose between shipper and buyer over a car load of corn, the buyer claiming a shortage of two hundred bushels. Through the services of an inspector the difference was adjusted and an amicable settlement made. I wonder if you have ever considered how many bushels of grain have gone to your competitor or to the next town because of the wide spread impression that your scale was not correct and that you were no better than a swindler. Impressions of this sort often arise through comparison with some other scale that has no more claim to accuracy than your own, but only careful tests can establish the truth.

The efficient inspector is familiar with the mechanism of scales and knows where to find the common scale troubles. He makes minor adjustments without charge and returns the scale to service. In case of more serious defects, he condemns the scale for repairs; it cannot again be used until such repairs are made by the owner or manufacturer. Only when the scale is irreparable is the scale permanently condemned.

VESSELS arriving in England lie at the dock a week waiting to be unloaded on account of the shortage of cars to move the freight.

A BILL for a law punishing purchasers or sellers of foodstuffs who do not intend to deliver or distribute has been introduced in the House by Representative Chas. Brandt of Georgia.

To SUPPLY reasonably full rations for importing countries, we want this season from the Southern Hemisphere some 40,000,000 quarters, and towards this quantity over 11,000,000 quarters have already been shipped, and some 17,000,000 quarters are on hand, leaving 12,000,000 to be furnished from the new Argentine crop. We think we may yet obtain this quantity, seeing that the promised surplus previous to the frost was 17,000,000 quarters, but at the same time we cannot refrain from expressing great regret that the Argentine surplus should have been cut down at the eleventh hour. The super-abundance promised in early summer has been steadily reduced in North and South America and in Australia, so that the theoretical quantity now is only just about equal to estimated requirements. It is true, there is confirmation of abundant supplies in South Russia, but this grain cannot be obtained, and some steamers which have gone out to the Black Sea have had to come away without cargoes.—*Corn Trade News, Liverpool.*

Sue Railroad for Loss.

Nelson & McCaustland of Atlantic, Ia., have brot suit against the C., R. I. & P. R. R. Co. to recover \$2,271.13 lost thru falling markets because of the negligence of the railroad company in transporting grain to market.

The seven counts of the petition set forth the shipments and losses as follows:

Aug. 30, 1919, car of shelled corn from Lora to Chicago. Arrived at destination Sept. 17, 15 days overdue. Sold for \$1.48 a bushel, 18 cents a bushel below what the market was on day car should have arrived. Loss, \$260.40.

Aug. 21, car of shelled corn from Lora to Peoria. Arrived at destination Sept. 16, 23 days overdue. Sold for \$1.68½ a bushel, 19½ cents a bushel below what the market was on the day car should have arrived. Loss, \$303.55.

Aug. 18, car of shelled corn from Hansen Heights to Peoria. Arrived at destination Sept. 16, 25 days overdue. Sold for 23 cents below what the market was on day car should have arrived. Loss, \$263.25.

Aug. 21, car of shelled corn from Hansen Heights to Peoria. Arrived at destination Sept. 16, 19 days overdue. Sold for \$1.68½ a bushel, 19 cents below what market was on day car should have arrived. Loss, \$302.95.

Aug. 27, car of shelled corn from Hansen Heights to Chicago. Arrived at destination Sept. 16, 19 days overdue. Sold for \$1.39½ a bushel. Loss, \$509.40.

Sept. 1, car of shelled corn from Hansen Heights to Chicago. Arrived at destination Sept. 16, 12 days overdue. Sold for \$1.40 a bushel, 26½ cents below what market was on day car should have arrived. Loss, \$291.60.

Aug. 27, car of shelled corn from Lora to Chicago. Arrived at destination Sept. 30, 31 days overdue. Sold for \$339.98 less than what market was on day car should have arrived.

New President of Peoria Board.

The name of Miles is one of the best known and oldest associated with the Board of Trade of Peoria, Ill., and the selection of W. S. Miles to serve the Board as president for the ensuing year is a happy combination of an old name with the new blood that is giving the institution increased vigor and activity.

Mr. Miles was born at Peoria 43 years ago and after attending the public and high schools went to Princeton University, where he was graduated in 1899 with the bachelor of arts degree. He is a son of P. B. Miles, and after leaving the University was taken into the old firm of P. B. & C. C. Miles.

Besides being active in the grain business of the firm Mr. Miles has found time for public service. He holds a commission as first lieutenant in Company H, second battalion, 7th Regiment Illinois Reserve Militia, a trustee of the Second Presbyterian Church, a member of the Creve Coeur Club and of the Peoria Country Club.



W. S. Miles, Peoria, Ill.
Pres. Board of Trade.

Brown County Farmers' Elevator, Claremont, S. D.

The Brown County Farmers' Elevator Co. of Claremont, S. D., just completed an elevator and is now prepared to handle grain in a most efficient manner. The accompanying cut shows the lines of its plant.

Mr. Henry Hinrichs, the manager, is also vice-president of the company.

The company's new elevator is 32x37 feet on the ground and cribbed 56 feet to the eaves, with 5 feet additional cribbing in middle. The cupola is 16 feet wide and 20 feet high, running the full length of the elevator. It has 14 windows, allowing plenty of ventilation and light, as well as taking advantage of the fire underwriters regulations. Each of the two concrete slabs, on each side of the boot tanks, is 24 inches thick, and thoroughly reinforced with $\frac{3}{4}$ and $\frac{1}{2}$ inch rods. On top of each slab is a concrete wall, 14 inches wide and 18 inches high, which allows the bin bottoms to receive the required angle to bits without the use of posts under the house.

The two boot tanks are provided. The tank which accommodates the receiving pits is 27' 6" ft. on top, and 10 ft. deep, allowing the front pit to hold 500 bus. of grain. The boot tank next to track is of a smaller type, and takes care of the screenings from cleaners and also receives grain from cars.

THE MAIN elevator has 22 bins, 4 deep half hoppers bins, and 18 full hopper bins, which are drawable to the gang cleaner. The 6 bins over the driveway hold 300 bus. each. These bins are used for seed or feed grain, and each of them discharges to the wagon while it is on the dump scale. This gives the plant an actual storage capacity of 41,500 bus.

Three legs run to the top of elevator. The two receiving legs are equipped with 11x8 Minneapolis "V" riveted buckets, placed 9 inches on center on a 4 ply rubber belt. The rack or third leg is equipped with 10x5 $\frac{1}{2}$ Empire buckets, which take care of the screenings from the cleaner and the grain shipped in in carload lots. The number 700 cleaner takes care of the cleaning both for seed and commercial use. The plant is built of the malted cross type, allowing the installation of other cleaners when needed.

THE DRIVEWAY is 14 ft. wide, and enclosed 22 feet ahead of the dump scale, using concrete retaining walls and dirt fill for both approach and exit ends of the driveway. The dump scale is a 26x8, 10-ton Fairbanks-Morse auto truck scale, equipped with a trap door grate. A 6-ton Fairbanks wagon and coal scale takes care of their extensive coal business.

In connection with the elevator is a large size flour house used for storing flour or feed. One corner of this shed is partitioned off and a car puller installed. This drum carpuller will handle 12 cars at one time and is driven from the overhead line shaft in workfloor. The ground under workfloor, around boot tanks, and under driveway is covered with 4 inch floor of concrete, making a plant that cannot be undermined by rats. A safety manlift is installed to gain access to cupola.

THE ENGINE ROOM and office are of the bungalow type, built 10 feet detached from driveway. The engine room, being located in the basement, is constructed according to the underwriters' specifications. A 100 barrel cistern is used to cool the 20 h.p. engine which drives the plant. A generator equipped with storage batteries is used to furnish light for the entire plant.

The office is divided into three rooms, and access is gained to engine room from office by means of a hallway, which complies with insurance regulations and at the same time allows the operator to be inside while entering the engine room. The wagon scale beam operates from inside of office, which is finished with compo board well painted, and $\frac{3}{4}$ x 2 inch strips laid in panels. All the wood-

work is highly stained and varnished. The office floor is of Hard Maple. The outside of office is sided with 4 inch lapsiding, well painted.

The entire plant, except the office, is covered with 6 inch lapsiding and shingles. The T. E. Ibberson Company designed and built the plant.

Blumson Is Captured.

Herman J. Blumson, who forged Bs/L aggregating over \$400,000, as reported in detail in the Grain Dealers Journal Aug. 25, page 347, has been placed under arrest at Johannesburg, South Africa.

Detectives located his wife and family in Johannesburg, where they resided for years, and read all the incoming mail. One letter from Blumson informed his wife, Leah, that he would be home on a certain date. Thereupon the police decided to aid in his reception and were on hand when he arrived.

Detective Sergeant Edward Kelly of Chicago will go to South Africa to bring Blumson back for trial.

Blumson formed the Star Cereal & Milling Co. at Chicago and in its name issued the forged Bs/L. July 21 he left the city over the Michigan Central for Detroit and disappeared. Greenebaum Sons bank was a heavy loser.

Blumson was not a grain dealer nor even a miller. His profession was rug peddling.

THE AMERICAN Road Builders Ass'n will hold eleventh National Good Roads Show and their tenth American Good Roads Congress at Louisville, Ky., Feb. 9 to 13. There will be interesting, entertaining exhibits of road materials and road machinery. Every kind and class of device and appliance for saving of labor and for producing better results will be shown so that officials, engineers and contractors may become familiar with their operation and mechanism. Moving pictures illustrating the road building industry, a dinner given by the ass'n, formal reception and ball and other social features will provide the entertainment for the delegates and guests.

Settlement of Claims for Loss and Damage.

The United States Railroad Administration has issued the following instructions, as the result of the Interstate Commerce Commission's recent decision in the case relating to the two-year and one-day limitation for the filing of suits on loss and damage claims, as provided in Section 3 of the B/L.

"The Interstate Commerce Commission has held in the Decker Case, I. C. C. Docket 10696, that it does not construe the limitation in the B/L as prohibiting the payment after two years and one day of meritorious claims if seasonably filed.

"Claims on account of shipments moving prior to Federal control, if filed within the period prescribed in the B/L, should be paid or declined on their merits, notwithstanding the two year and one day clause in the B/L, provided that in every case, the consent of the corporation to such payment is first obtained.

"Until further notice claims on account of shipments moving during Federal control, if filed within the period prescribed in the B/L, should be adjusted on their merits, notwithstanding the two year and one day clause in the B/L.

"Extreme care should be exercised in the settling of all claims of this class so that there will be no discrimination."

The period for the filing of claims has not been changed. This period, as prescribed in the B/L, is six months after delivery of the property, or, in case of failure to make delivery, then within six months after a reasonable time for delivery has elapsed.—J. S. Brown, Manager Transportation Department, Chicago Board of Trade.

CHICAGO, ILL.—The International Crop Improvement Ass'n has been organized with J. W. Nicholson of East Lansing, Mich., as sec'y-treas. The pres. is R. A. Moore of Madison, Wis.; and 1st v. p., C. H. Cutler, Edmonton, Alberta.



Farmers Elevator at Claremont S. D.

Storage for Wheat on the Farm

Prof. H. C. Filley, of the agricultural department of the University of Nebraska, says:

The lowest price for No. 2 wheat on the Chicago market, taking the average for the past ten years, has not come during the threshing season, but in January and February.

The high price for the year, based upon these ten-year averages, comes in May, at a time when farmers are apt to be busy with spring planting. Most men cannot market any very considerable part of their crop at this time, so must sell during the preceding months. The high prices of July and August are not quite typical, being influenced by the abnormally high prices in 1917, just before the federal government fixed the wheat price.

If the Nebraska farmer can thresh early and market his wheat at once, he receives on the average a better price than if he holds it until the winter months. Difficulty of securing labor at threshing time, insufficient elevator capacity, and car shortage make farm storage a necessity.

If our wheat goes to market more rapidly than demanded for milling and export, it must be stored.

The farmer should therefore be prepared to store his grain until an opportune time. The man who stores grain from the time it is threshed, must receive pay for his service. The grower of grain may as well perform this service and receive the pay.

Nebraska farmers, particularly in the western part of the state, lack storage facilities. In one township in Keith county, where a complete survey was made and which may be considered typical, there is storage room for only about two-thirds of the small grain normally produced. A few farmers have surplus storage room, which is used only in years when either the acreage of grain or yield per acre is above normal. Thirty per cent of these farms have either no storage or only sufficient for seed and feed, and 60 per cent have insufficient storage in seasons of normal production. When the acreage is large and the yield per acre high, nearly all are compelled to market at least a part of their crop direct from the threshing machine.

Conditions in the older settled portions of the state are naturally better, but in such a prosperous county as Dodge, approximately one-third of the farms lack sufficient storage room for their small grain in a season of normal production. This is fairly typical of conditions in other counties where a survey has been made. Many farms have surplus granary room in ordinary crop years, but about one-third of the farmers are compelled to market at least a part of their grain when threshed. Quarter-section farms with storage for only 500 or 600 bushels of threshed grain are not unusual, while occasional farms report even less. Evidently only feed and seed can be retained, and all market surplus must be sold direct from the threshing machine.

Less provision is made for the storage of ear corn than for the storage of threshed grain. Johnson is the only county from which I have reports which seems to have any surplus of

crib room, and one-half of the farms from which reports were received in that county lacked storage room for a normal crop. The surplus storage upon other farms is doubtless due to a change in type of farming—an increase in the acreage of winter wheat and a consequent decrease in the acreage of corn.

Car shortage seems to be a chronic ill during the fall and winter. This shortage has actually worked to the advantage of some farmers by compelling them to hold their grain until the price was higher. Men without storage facilities have lost grain under such conditions, as well exemplified by the present loss in western Nebraska. They cannot expect the railroads, however, to supply sufficient cars to move all wheat to the terminals in a space of two or three months, or for enough storage room to be provided at the terminals to care for all the grain even if it could be shipped. When the grain is shipped more rapidly than it can be cared for, when shipping space and storage room become scarce, we must expect a decreased demand and consequent lower price.

The tendency to sell grain as soon as it is threshed and let the terminal elevators care for the storage must naturally result in increased speculation. The grain stored on the farms has always been a balance wheel, steadying grain prices. The very fact that it was a reserve supply that could be sent to market at any time has made market manipulation more difficult. The larger the proportion of our grain that a few men can control, the greater the difference between the price at threshing time and the high price of the year.

Michigan Bean Jobbers Meet.

The midwinter meeting of the Michigan Bean Jobbers Ass'n, held at the Cadillac Hotel, Detroit, Jan. 15, was called to order by Pres. Christian Breisch with a good attendance.

Mr. Breisch reviewed the work of the Ass'n during the past few months toward getting a protective duty on imports of Asiatic beans, outlined the various steps by which the market for beans declined, referring to the cheaper than Michigan offerings of Kotosashi and California beans.

Mr. Breisch and Mr. Biles were appointed a com'te to confer with the Grain Corporation at New York to sell 300 cars of Michigan beans for export on behalf of the Ass'n at \$7.75 per 100 lbs. for 30 days' shipment.

Mr. Madsen of Lansing gave a description of bean growing and handling in Japan, which he visited recently.

On motion by J. M. Coup of Saginaw the by-laws were amended as follows:

"All brokers who are handling beans for dealers within the State of Michigan who are members of the Michigan Bean Jobbers' Ass'n shall be paid and receive a uniform brokerage of 1 per cent for all beans handled and sold by them on direct sales."

A number of other changes in the by-laws were considered and referred to a com'te to report at next meeting.

E. L. Wellman moved that the decisions of the arbitration com'te be published in the trade journals.

The following resolutions were adopted:

RESOLVED, The convention urges all members of the Ass'n to promptly comply with the request of our officers and return the questionnaire, regarding the reporting of all stocks of beans in their hands unsold.

RESOLVED, That our officers investigate our present methods of inspection and take such necessary action as to correct any discrepancies which would cause the present high grade of Michigan beans to suffer.

W. F. Shepard with Sloan and Simmons.

W. F. Shepard, who traveled for the Merriam Commission Co. out of Omaha for a number of years and who for the past year has been manager of that company's office at Sioux City, has joined B. V. Sloan and W. W. Simmons, Jr., in the Sloan-Simmons Grain Co., of St. Joseph, Mo.

He will look after the outside interests of the company, and will probably do more or less traveling. He has made many friends in the trade who will be glad to meet him again.

North Dakota's State Mill in the Mirror

The South Dakota Legislature instructed the state's Bureau of Markets to investigate the advisability of installing state owned mill etc., with the result that Director Don Livingston has investigated and found nothing commendable in North Dakota's effort to conduct a milling business. In a recent open letter to the organ of the Non-Partisan League in South Dakota he says:

Editor of the South Dakota Leader, Mitchell, S. D.:

My Dear Sir—My attention is called to the statement that you are submitting a market card of prices paid by the Mill and Elevator Assn. of North Dakota, dated Nov. 17.

According to your paper, the prices paid by the North Dakota state owned mill are:

Subclass Dark Northern Spring, No. 1—53 lb. test, \$2.93; No. 2—57 lb. test, \$2.88; No. 3—55 lb. test, \$2.83; No. 4—54 lb. test, \$2.73; No. 5—53 lb. test, \$2.73.

Subclass Northern Spring, No. 1—53 lb. test, \$2.83; No. 2—57 lb. test, \$2.78; No. 3—55 lb. test, \$2.73; No. 4—54 lb. test, \$2.63.

South Dakota is neither blessed nor burdened with a state-owned mill. We await the result of the experiment by our great sister state of North Dakota, the laboratory of suggestive therapeutics.

I beg to submit the following market card issued by the Stokes Milling Co. of Watertown, S. D., and published in the Watertown Public Opinion of Dec. 2, 1919. This mill has a capacity of 1,200 bbls. per day. Its products second to none manufactured, and is sold in competitive markets of the world.

Prices paid by Stokes Milling Co.: Dark Northern Spring, 60 lb. test, \$3.10; 59 lb. test, \$3.05; 58 lb. test, \$3.00; 57 lb. test, \$2.95; 56 lb. test, \$2.95; 55 lb. test, \$2.85; 54 lb. test, \$2.80; 53 lb. test, \$2.75; 52 lb. test, \$2.70; 51 lb. test, \$2.65; 50 lb. test, \$2.60; 40 lb. test, \$2.55. Northern Spring, 5 to 10 cents per bushel lower.

I have before me the report of the state auditor of North Dakota, giving the financial statement of the operation of the state-owned mill, from Aug. 20 to Sept. 26, inclusive.

This report shows that there was purchased wheat to the value of \$17,157.36; added to this other necessary expenses, such as bags, payroll of mill, office supplies, oils, postage and loss on future sales and other necessary or incidental expenses, totaling for the 26 days in at \$30,512.52.

Value of products manufactured during the same period, in flour, bran, shorts, red dog, buckwheat, screenings, grits, cornmeal, \$22,072.29. This statement on the face of it shows a net loss of \$7,440.23. The report is signed by Carl Kositzky, state auditor of North Dakota, and is dated Oct. 14, 1919.

The value of the flour milled in the 26 days above referred to would indicate an output of 1,450 barrels, total in the 26 days accounted for.

The auditor's report shows a loss of \$855.50 on open orders and future sales. This can only mean one of two things, that the mill manager is incompetent or losing in the market. If he did not have the wheat in the mill in sufficient quantities to make the thousand barrels of flour or the amount sold for future delivery, he should have bought an option on enough wheat to fill the contract. This is called a hedge, and it is an insurance against a raise in the price of the wheat above the price on which the contract was based.

Give my respects to your Mr. McGovern and tell the manager of the North Dakota mill that hedging against sales on future delivery for a mill is a job for an expert, and that it would be profitable to hire one. The auditor's statement is proof that some change is necessary.

Owing to climatic conditions, rain and hot weather in South Dakota, our wheat is of an inferior quality. The wheat in North Dakota being superior to wheat raised in this state this year, yet the Watertown mill is paying \$3.10 and \$3.05 per bu. for the top, versus \$2.93 paid by the North Dakota mill.

The above information should be appreciated by the farmers and business men of this state.

OATS should be cheaper in Winnipeg than in Chicago, or St. Louis or Milwaukee, apparently; but as a matter of fact, according to late quotations, Winnipeg oats are 9 or 10c per bu. higher than in the middle western cities. The explanation is that the bushel of oats at Winnipeg contains 34 lbs. At present prices there, this would make a difference of about 6c per bu. Next the difference of exchange, which at present rates would count for a trifle over 8c per bu., working out in an actual transaction at 9c or 10c. In other words, a buyer here could send a draft for \$850 to Winnipeg, where it would pay for \$1,000 in oats. These two factors, taken in connection with a higher inspection grade in Winnipeg and a local shortage are given as sufficient reasons to account for the difference.



W. F. Shepard, St. Joseph, Mo.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Hope, Ark.—The report that our office was recently burglarized is untrue. We have not suffered an annoyance of this kind. The Wallace-White Co. has discontinued its grain business.—Southern Grain & Produce Co., W. W. Duckett, mgr.

Ft. Smith, Ark.—The Western Grain Co. will build its new warehouse on a site adjacent to its property in this city. J. Herman Hunt pres. and mgr. of the company has been connected with it since it was organized 23 years ago. L. B. Smith, recently connected with the Quaker Oats Co., at Chicago, is now ass't gen. mgr. and gen. sales mgr.

CALIFORNIA

Chico, Cal.—The Sperry Flour Mills Co. has completed the installation of all the machinery needed to equip its new rice mill here. The warehouse and mill are 100x290 ft., the mill having a daily capacity of 2,000 bags of polished rice while the store room will hold 15,000 sacks of rough or paddy rice.

Brawley, Cal.—The newly organized Imperial Grain Dealers Ass'n has elected the following officers: E. T. Leonard, pres.; Clark Brawshaw, vice-pres.; J. J. Phillips, sec'y, and W. W. Forton, treas. Members of the governing board were appointed as follows: A. C. Cabalero, Brawley; S. B. Bissell, Calipatria; A. C. Rath, El Centro, and F. C. Copley, Holtville. Plans were made to assist the farmers in the production and marketing of their crops.

CANADA

Maple, Ont.—The United Farmers Ass'n has set the elvtr. of A. W. Annis.

Bromhead, Sask.—The Bromhead Grain Growers Ass'n has been registered here.

Montreal, Que.—J. E. St. Onge is now a registered grain merchant at this market.

Melfort, Sask.—The Canada West Grain Co. will build 2 new elvtrs. in the spring.

Lennoxville, Que.—Allan P. Blue has severed his connection with the firm of Ames Blue Regd. and his place will be taken by Richard H. Millet.—Ames & Millet.

Shaunavon, Sask.—The Shaunavon Light & Power Milling Co. has been incorporated here and has bot the elvtr. here. A mill will be built next year. The Maple Leaf Light & Power Co. is interested.

Stony Plain, Alta.—The Gillespie Elevator Co., Ltd., at this station has just about finished the work on the 60,000-bu. warehouse annex, and has also discontinued the use of its old Fairbanks-Morse Engine, and replaced it with a 10 h. p. Fairbanks-Morse Type Z. The weather here of late is lovely, as you can see by the building and repair work.—G. W. Shreeve.

Montreal, Que.—Geo. Hadrill, for 43 years sec'y of the Board of Trade, has resigned and has been succeeded by J. Stanley Cook, former ass't sec'y, and he in turn is succeeded by the head clerk, H. C. Beatty, who will now be ass't sec'y. Mr. Hadrill is one of the veterans of the board and it is hoped that while he will give up active service, he will act in an advisory capacity.

Montreal, Que.—Nominations for the council of the Board of Trade, and the 12 members of the board of arbitration closed Jan. 16, the election taking place Jan. 27. Nominations up to the present are: Geo. Sumner, pres.; Lorne L. Webster, 1st vice-pres.; W. M. Birks, 2d vice-pres.; Arthur Lyman, treas. Members of the council, Graham Drinkwater, Alp. Racine, Geo. W. Grier, W. S. Leslie, J. W. Ross, W. B. Ramsay, R. E. Calder, C. H. McFarlane, E. H. Hodgson, H. B. Henwood. Board of Arbitration: Jas. Carruthers, C. B. Esdaile.

Chipman, Alta.—The erection of a grain elvtr. and a mill is contemplated by D. Matheson.

WINNIPEG LETTER.

The Grain Exchange held a special meeting and passed a resolution of condolence and sympathy, conveying their regret and sorrow at the sudden death of J. T. Gordon, who had been a member of the exchange since 1896.

The following memberships have been transferred: T. G. Roberts to C. E. Lewis, H. J. Crofton to Peter Milne, R. C. Milroy to S. T. Smith, and F. H. Haven to W. W. Cumming. Companies registered are Brainerd Commission Co., Inc., Forsythe Elvtr. Co., Ltd., and Adanac Grain Co. Ltd.

COLORADO

Haxtum, Colo.—The Longmont Farmers Mill & Elvtr. Co. has bot the elvtr. of the Plains Elvtr. & Merc. Co. here.

Craig, Colo.—We succeeded the Craig Milling & Supply Co. last June—F. Seick, mgr., Farmers Milling & Elvtr. Co.

Fort Collins, Colo.—The elvtrs. of the Moody-Warren Commercial Co. burned recently with a loss of \$35,000; insurance, \$17,000.

IDAHO

Shelly, Ida.—The sack room in the elvtr. of Neal Sage burned recently with a loss of \$8,000.

Caldwell, Ida.—The Caldwell Equity Exchange has bot the Isham Flour Mill plant which includes an elvtr.

Nampa, Ida.—The new elvtr. of the Idaho Equity Society at this station will be completed in a few days.

Idaho Falls, Ida.—The Colorado Mill & Elvtr. Co. has installed a Trapp Combination Dump in its elvtr. here.

Rexburg, Ida.—John X. Anderson, former agt. for Miller Bros. here, and his brother Olin, agt. for the same company at Thornton, with M. V. Hopkins, Frank L. Koon and his 3 sons, have taken over the elvtrs. of Miller Bros. at this station and at Thornton. John X. Anderson will be active mgr. of the company.

ILLINOIS

Flanagan, Ill.—The Farmers Grain & Coal Co. will build a new elvtr.

Auburn, Ill.—Auburn Mills have installed a Boss Air Blast Ear Corn Car Loader.

Belleville, Ill.—Farmers are greatly interested in organizing an elvtr. company here.

Brockton, Ill.—Bruce Miller, of Colfax, Ind., took charge of the Farmers Elvtr. Co. as mgr. Jan. 10.

Emden, Ill.—Wm. A. Kornick is now our mgr.—Farmers Grain Co. He succeeds Mr. Eberly, who resigned.

Saunemin, Ill.—The repair work on the elvtr. of the Saunemin Elvtr. Co. is being done by Ballinger & McAllister.

Plainfield, Ill.—We are contemplating the erection of a new elvtr. here.—J. A. Henebery, mgr. Plainfield Grain Co.

Hammond, Ill.—O. J. Bader is mgr. of the Co-operative Grain Co. here but Lon Chenoweth has charge of the elvtr.

Dakota, Ill.—The Dakota Elvtr. Co. has dissolved and we have succeeded them, operating the elvtr.—H. A. Hillmer Co.

Decorra, Ill.—The only change we will make will be the installation of a loading spout.—Agt. Stronghurst Grain & Elvtr. Co.

Marseilles, Ill.—We intend to build a large store room and make extensive improvements.—Marseilles Grain & Supply Co.

Galva, Ill.—Earl Collinson has succeeded Ed Miller as mgr. for the Farmers Elvtr. Co. Mr. Miller has filled the position for 10 years.

Marengo, Ill.—I have bot W. E. Smith's half interest in the Marengo Grain Co. and will operate it under my own name.—H. C. Pote.

Eldorado, Ill.—The Farmers Mill, Elvtr. & Supply Co., Inc., has bot the mill and elvtr. of the Lafe-Farmers Co. here. M. H. Brush is mgr.

Dillsburg, Ill.—We have organized the Dillsburg Co-operative Grain Co. and intend to buy one of the elvtrs. here.—Ad. L. Ekblaw, sec'y.

Hillsdale, Ill.—Farmers have organized an elvtr. company with a capital stock of \$40,000. The company may buy the elvtr. of J. F. Butzer.

Tomlinson, Ill.—Tomlinson Co-operative Grain Co. incorporated; capital stock, \$40,000; incorporators, A. W. Hadler, A. V. Hyde, and John Murry.

Chatsworth, Ill.—R. C. Hughes, mgr. for the Farmers Grain Co., has resigned and will go to Franklin Grove as mgr. of the Farmers Elvtr. Co. there.

Farmington, Ill.—There will be no new elvtrs. or changes in firms here so far as we know, contrary to all reports.—Farmington Lbr. & Grain Co.

Sublette, Ill.—Farmers Elvtr. Co. held its annual meeting Jan. 16 and declared a dividend of 10% per annum and placed a good sum to surplus.—A.

New Holland, Ill.—Geo. Ritscher has let contract to Ballinger & McAllister for the installation of new machinery and a thoro overhauling of the elvtr.

Cloverdale, Ill.—I have owned the elvtr. here since 1915 and have operated it continuously. It formerly belonged to S. R. Jordan.—Erwin H. Franzen.

Riggston, Ill.—The Merritt Farmers Elvtr. Co. is installing a 25-h. p. Fairbanks Engine and having the elvtr. thoro overhauled by Ballinger & McAllister.

Fairmount, Ill.—The Farmers Co-operative Grain Ass'n has been incorporated and is operating the elvtr. of A. W. Cast & Son. Willard B. Porterfield is sec'y-treas.

Moweaqua, Ill.—The Moweaqua Co-operative Grain Ass'n, incorporated; capital stock, \$50,000; incorporators, John Mathews, Frank Woolers, E. R. Harper and others.

Eylar, Ill.—The contract for the 15,000-bu. storage addition and the remodeling of the old elvtr. of the Saunemin Elvtr. Co. here, has been let to Ballinger & McAllister.

Minier, Ill.—The Minier Co-operative Grain Co. has succeeded the Minier Grain Co. Stockholders will meet in a few days to decide as to the increasing of the capital stock.

Union (Lincoln p. o.), Ill.—M. Coyne, of Macon, has succeeded Mr. Eberle as mgr. for the Union Grain & Lbr. Co. here. Mr. Eberle going to Lincoln as mgr. for the Murphy Greer Co. at that point.

Weston, Ill.—C. E. Graves is having a new asphalt shingle roof put on his elvtr. and is installing 2 steel legs. Two new concrete pits will also be put in. Ballinger & McAllister are doing the work.

Garber, Ill.—H. J. Moore has now taken charge of the elvtr. recently bot by the Bailey-Moore Grain Co. and Mgr. Judson Chubbick, who has been taking care of the work, will move to Le Roy.

Velma, Ill.—We have bot the elvtr. of Twist Bros. at this station and will operate it in connection with our elvtr. at Palmer, which we also bot from them some time ago.—Leslie T. Jones, L. T. Jones & Co.

Lincoln, Ill.—J. D. Siebert, mgr. for E. Loewitz & Co. of Chicago, will occupy the office formerly used by the Holmes & Maurer Grain Co., which was recently dissolved, as soon as the redecorating is completed.

Leland, Ill.—The Farmers Elvtr. Co. has purchased the old hotel building and ground. The building is being wrecked and the ground will be left vacant, thus removing an old fire trap and reducing their insurance risk.—A.

Verona, Ill.—Work on our new elvtr. is progressing rapidly and we expect to have it completed within the next 10 to 15 days. Will install a 3,000-bu. per hour Richardson Scale, and 2 motors.—Charles N. Bonges, mgr. Farmers Elvtr. Co. The house replaces the old elvtr. of the company.

Tabor, Ill.—Earl L. Mountjoy has succeeded V. E. McClure as mgr. for the Peoples Grain Co.

Marseilles, Ill.—The Marseilles Grain & Supply Co. has been made defendant in a suit for \$10,000 brot by John Bowers who alleges that his orders in regard to the sale of corn which he had stored in the elvtr., were not carried out.

Roanoke, Ill.—The Roanoke Farmers Ass'n is tearing down the main part of its old wooden elvtr., which stands near the new concrete house built last summer. Crow Bros. built the old house in 1874 but long use has made it a veritable fire trap.

New Windsor, Ill.—Fire was noticed by a passerby in the cupola of the elvtr. of the Rivoli Farmers Elvtr. Co., late in the evening, Jan. 16, and prompt work with fire extinguishers soon had the blaze under control and no damage resulted. The fire was caused by electric wires.

New Douglas, Ill.—W. H. Prange, A. F. Prange and E. W. Prange operating in the flour mill, grain and feed business, as Prange Milling Co., have organized and received charter for a state bank here, with a paid up capital stock of \$50,000, to be known as Prange State Bank.

Galesburg, Ill.—The Knox County Galesburg Elvtr. Co. held its annual meeting recently and decided to form a new company with a capital stock of \$30,000. The secretary read a report concerning the building of the new elvtr. The building will be completed this spring at a cost of \$24,000.

Boody, Ill.—I have resigned my position as mgr. of the B. B. Farmers Co.-op. Elvtr. Co., effective Mar. 1, at which time I will move to Stonington and take charge of my own business under the name of Young Bros. Grain Co. Fred L. Jostes has been secured as my successor. —Otto F. Young.

Meadows, Ill.—The Meadows Grain & Coal Co. has let contract to remodel its elvtr. to Geo. Saathoff. Another leg will be installed and 20,000-bu. storage added above the runway, making a total cap. of 50,000 bus. New machinery will be installed, including motors and a Moffitt truck dump.

Gurney (Ashland p. o.), Ill.—John D. Clemons while painting the elvtr. of C. Savage, slipped and fell from the top of the elvtr. to the ground, sustaining severe injuries. A large gash was cut across the back of his head and his left arm broken. His body was badly bruised but it seems a miracle that he was not killed.

Wapella, Ill.—We have sold our elvtr., warehouse and etc., to J. C. Boyer, of Burgess, who will take possession on the 26th. The senior member of our firm is retiring after 25 years in the grain business and the junior member will continue as ass't cashier of the bank, a position he has filled for 12 years.—J. W. Greene & Son.

Tampico, Ill.—The Farmers Elvtr. Co. will have a fine place to do business when its new concrete house is finished. However, this will be some time, as only the tanks so far are up and the cold weather will continue to delay the work on the cupola. The workmen are putting in the walls for the office which will be of brick and modern in every form.—A.

Virden, Ill.—The Canham Grain Co. will soon install a 50-bbl. mill in a new warehouse. The company will increase its capital stock to \$60,000. The company has taken the implement warehouse and is putting it on a new foundation facing the elvtr. and will make it 3 stories high. The office will be moved adjacent to the warehouse also facing the elvtr. Wheat will be spouted to the warehouse, where cleaners will be installed.

Mackinaw, Ill.—The Mackinaw Grain & Stock Co. has petitioned the circuit court for an order to pay money over to the county treasurer, and asks the court to order payment to parties who are in litigation over it. In July last year R. J. Hasty and H. B. Harris delivered 371 bus. of grain to the company, for which it paid \$1.95 per bu., but both Hasty and Harris notified the company not to pay the money over, and the company is still holding it. Now it asks the court to decree how it shall be apportioned.

CHICAGO NOTES.

The Board of Trade on Jan. 17 authorized trading in rye for future acceptance.

Application for membership in the Board of Trade has been made by I. H. Simon. H. G. Newhall and Ernest Jacobs have posted their memberships for transfer.

The new feed elvtr. of J. J. Badenoch Co. has been completed.

Pres. L. F. Gates has recommended the creation of a fund for the retirement of the \$523,800 outstanding bonds of the Board of Trade.

W. H. Bartlett, Jr., the last of the Bartlett boys, died at his home in Santa Barbara, Cal., Jan. 15, at the age of 39. Death was due to a severe attack of pneumonia.

John R. Mauff and Walter C. Blowney have been re-appointed sec'y and ass't sec'y of the Board of Trade, as were all the inspectors and other except the weigher and attorney.

A petition to have the rules of the Board of Trade changed so that non-residents might vote by mail, was returned to the petitioners by the directors who did not consider this the best way.

Pres. L. F. Gates has announced the following standing com'ites for the Board of Trade: Warehouses, Sullivan, J. J. Fones, W. E. Hudson, Grain, J. J. Fones, G. W. Hales, Ed. L. McDougal, Adolph, Gerstenberg, W. H. Perrine, F. G. Winter, R. A. Shuster, Weighing, Edw. Andrew, Jos. F. Lamy, J. J. Bagley.

Mayer Holbrook & Co., Inc., now in process of dissolution, is being absorbed by Mayfield & Co. Goudy Mayfield, Herbert McNamee and Herbert J. Mayer, the latter in charge of the cash grain business, are men with long continuous service as members of the Chicago Board of Trade, fully acquainted with its machinery. T. E. Bennett, formerly with Mayer Holbrook & Co., will also be with us as our Illinois solicitor.—Mayfield & Co.

E. W. Bailey & Co., operated by the late E. W. Bailey, began Jan. 12, in accordance with the will of E. W. Bailey, to be conducted by E. W. Bailey & Co., an Illinois corporation, the capital stock of which is controlled by E. W. Bailey's estate. The officers of the corporation are George C. Bailey, first vice-pres.; John A. Low, sec'y, and R. E. McCarthy, treas. The latter has been with the Bailey house over 40 years. George C. Bailey takes the Board of Trade membership of E. W. Bailey.

The sampling dept. of the Board of Trade had a splendid year in 1919 and is proud of its record. It sampled 131,378 cars of grain and inspected 16,989,566 bu. out of store. Its revenues more than paid expenses and left a fair surplus. In the weighing department, owing to the light arrivals of grain and the increased costs of operating, it fell behind, despite the fact that 263,499 cars of grain were weighed, in addition to 51,167,521 bu. which were weighed to and from vessels and transfer boats. compared with 292,435 cars and 79,168,750 bu. in 1918. The custodian's department handled 137,071,415 bu. of grain, compared with 172,326,916 bu. in 1918.

PEORIA LETTER.

Peoria, Ill.—New members of the Board of Trade are: A. G. Zanies, Roland McHenry, Fred Uhlman, John Benson, A. C. Fernandes, E. G. Rees, W. H. Hartz, B. L. Christy, John J. Stream, Harry H. Wickham, Geo. W. Boyden, Walter H. Wrigley, W. F. Bader, Lester F. Sowers, Chas. T. Schaler and D. J. Colgan.

The annual election of the Board of Trade was held Jan. 10 and the following officers were elected: Pres., W. S. Miles; 1st vice-pres., Geo. L. Bowman; 2nd vice-pres., G. C. McFadden; sec'y, John R. Lofgren; treas., W. C. White; Directors, L. Mueller, L. H. Murray, H. H. Dewey, A. W. Harwood, J. M. Van Nuys, F. L. Wood, W. H. Barnes, E. R. Murphy, G. A. Peterson, and J. C. Luke. Com'ite of Arbitration, J. W. Bryan, J. A. Waring, and A. H. Kanne.

That Peoria is sadly in need of a new Board of Trade bldg. seems to be the consensus of opinion of its members who with Vice-Pres. Geo. L. Bowman believe that inasmuch as the exchange is in a prosperous condition, the time has come for a new building. Lack of suitable offices for members of the board is another strong recommendation for leaving the old building, which is far from the center of the city. Mr. Bowman in his speech to the members of the exchange, after his election, said: "Many persons in Peoria do not know where the Board of Trade has its headquarters. When anybody asks one of us where we do business, it is always with a bit of shame that we point out this old place. I shall make it my chief business in office to agitate for the new building, and, when the building is actually decided on, I shall make it my business to push it with all I have."

A. C. McKinley has resigned his position with the Erie R. R. Co. and is with the Shaffer & Stream Co., of Chicago, at this market. Offices will be opened in the Jefferson Bldg. Feb. 1. He also represents J. T. Shaffer. Both firms will have private wires.

Last year 15 memberships were bot of the Peoria Board of Trade at \$1,000 each, but effective Jan. 1 the rules were changed so that new memberships will cost \$3,000 if bot from the Board. If purchased from a present member an increased transfer fee of \$300 will be required.

INDIANA

Westville, Ind.—Farmers are organizing to buy the elvtr. here.

Centerville, Ind.—The Farmers Grain Co. has completed its new warehouse.

Goshen, Ind.—The Farmers Elvtr. Co. will build a 50x60 ft. 2 story warehouse.

Hamlet, Ind.—We have succeeded Otto Leforge at this station.—Arndt & Weinkauff.

Evansville, Ind.—W. H. Small Co. contemplates building an addition to its plant this year.

Worthington, Ind.—Hays Milling & Grain Co. has increased its capital stock from \$100,000 to \$150,000.

Logansport, Ind.—We want to build the best elvtr. we can for about \$8,000.—W. W. Moss, of Munson & Moss.

Rochester, Ind.—The Rochester Co-operative Elvtr. is operating the Noffsger's Elvtr.—Robert R. Miller.

Monroe, Ind.—The Monroe Grain, Hay & Milling Co. has sold its property to a new stock company of 4 members.

Max (Lebanon p. o.), Ind.—Vern Faulkinbury, of Ward, has bot the elvtr. of Clyde O. Powell, operated as Max Grain Co.

Pence, Ind.—We are successors to W. W. Evans & Son and will take possession of elvtr. Feb. 10.—J. O. Crane & Co.

Colfax, Ind.—Bruce Miller, formerly mgr. for the Colfax Grain Co., is now mgr. for the Farmers Elvtr. Co. at Brocton, Ill.

Red Key, Ind.—Herbert Dill, employed by the Equity Exchange fell and broke his ribs, Jan. 12, while helping to load feed.

Reedville, Ind.—We have sold our elvtr. at Morristown to the Wolf Grain Co., but we still have our elvtr. here.—Patten & Zike.

Aylesworth, Ind.—Freeman Knowles has sold the Aylesworth Grain Co. to Jno. Higbee, of Waynetown, possession to be given Mar. 1.

Pierceton, Ind.—Farmers Elvtr. Co. incorporated; capital stock, \$30,000; Warren Robbins, Hudson Paxton and Ernest L. Wolfe incorporators.

Huntingburg, Ind.—The Wallace Milling Co. of Dale, has bot a site for a concrete elvtr. with 4 tanks of 25,000 bu. each. A mill will be built later on.

Guernsey, Ind.—The elvtr. formerly operated by Miner & Wenger will hereafter be operated by Gilchrist & Co., with R. E. Wenger as agt.—R. E. Wenger.

Red Key, Ind.—I have resigned as mgr. for the Equity Exchange here, and will go on the road for the Winchester City Mill & Elvtr. Co. of Winchester.—W. E. Rooker.

Swayzee, Ind.—The United Grain & Supply Co. has bot the mill and elvtr. of the Swayzee Milling Co. The company now own elvtrs. at this station, Richs, Coles and Herbst.

Gilman, (Alexandria p. o.), Ind.—We will erect a 20,000-bu. elvtr. in the spring and will need up to date machinery of all kinds.—Perry Beck, sec'y Farmers Co-operative Co.

North Manchester, Ind.—The Farmers Elvtr. Co. will build an elvtr. at this point as it cannot come to satisfactory terms with Kinsey Bros., who own the house now here.

Geneva, Ind.—We have increased our capital stock from \$15,000 to \$60,000 to take care of the new plant we bot at Bryant.—Adam Egly, sec'y-treas., Geneva Milling & Grain Co.

Poneto, Ind.—The new elvtr. of W. M. Engellar, which is the remodeled elvtr. moved from Petroleum, is now completed and ready for work. Ballinger & McAllester had the contract.

Crete, Ind.—We have sold our elvtr. here and after Mar. 1 will operate the elvtrs. we bot at Savona and Glen Karn, O. Our address till then is Hollansburg, O.—Richard & Simpson.

Belshaw (Lowell p. o.), Ind.—C. C. Brown mgr. of our company. We will build a new room brick office in the spring, installing a 10-ton scale for auto trucks.—Farmers & Cleaners Elvtr. Co.

Danreith, Ind.—The Farmers Elvtr. Co. will be incorporated with a capital stock of \$25,000. No decision has been made as to the building of a new elvtr. or the purchase of the house of Charles W. Mouch.

Charlottesville, Ind.—The Reeves Grain & Fuel Co. has increased its capital stock to \$15,000. F. Reeves will continue as mgr. Frank E. White will be asst. mgr. The elvtr. was overhauled and improved last year.

Morristown, Ind.—The Wolfe Grain Co. has got the elvtr. of Patton & Zike and the mill of the Morrison Milling Co. This gives them plants on the C. I. & W. All of them will be operated under the name of the Wolfe Grain Co.

Milford Jct. (Milford p. o.), Ind.—We have got the elvtr. of Emil Baumgartner at this point and as it has only 10,000 bus. capacity, we will make improvements and enlarge it at once.—Victor Fuller, mgr. Farmers Elvtr. Co., Milford.

Moran, Ind.—I sold my elvtr. at Hamlet Jan. 3 to Arndt & Weinkauff of San Pierre, and have got the elvtr. here of E. C. Ogle & Co. Both deals were carried thru by Nat Claybaugh.—W. L. Lefforge. Albert Sheets will be retained as mgr.

Crawfordsville, Ind.—The Farmers Co-operative Grain & Supply Co. has bot our elvtr. and take possession Feb. 1. Pres., George P. Downing; vice-pres., Charles McClamroch; sec'y, Charles Stalker; treas., Luther B. Steele.—Ed Lee & Son.

Carlisle, Ind.—The mill and elvtr. of the H. P. White Mill & Elvtr. Co. burned Jan. 14, with loss of \$35,000. The insurance is \$13,500. The elvtr. contained 5,000 bus. of wheat, 1,000 lbs. of feed and 1,000 bus. of corn. The house will be rebuilt at once.

Sullivan, Ind.—The Sullivan Milling & Elvtr. Co. has been dissolved as a corporation. J. P. Len, senior member, has sold his interest to his former partner, Frank McCoy, who will continue the business. Mr. Allen has taken over the McCoy Elvtr. at Vincennes, operated as the Vincennes Grain Co.

Winchester, Ind.—Fire in the drier leg of Goodrich Bros. concrete elvtr. consumed the belt and damaged part of the steel leg casing so as to necessitate renewal. Fire is thought to have been caused by a choke, the belt having been burned in two at the head pulley. Both pulleys were true. Loss \$500.

Daleville, Ind.—J. P. Shoemaker for many years connected with the grain trade, operating as J. P. Shoemaker Grain Co., has retired from active business, turning the management over to his grandson, J. Galbraith Williams. Mr. Shoemaker will make an extended visit to Florida, California and other states.

Arlington, Ind.—On Jan. 1 Ross M. Hutchinson entered the firm of Hutchinson & Son, and will continue the business. Just 25 years ago, Jan., 1895, Ross' father, with whom he is now associated, entered the firm with his father, Robert Hutchinson, who died in 1911, so that the firm has been in continuous operation for almost half a century.

Mishawaka, Ind.—The new 20,000-bu. elvtr. of the Grange Elvtr. Co. is nearing completion. It is of frame construction, iron clad with a composite roof and will have 12 hoppers bins, 3x36. The equipment will include a Sprout Aldron Attrition Mill, Monitor Cleaner, Western Sheller, 500-bu. Howe Hopper Scale, a 10-in. Howe Truck Scale, 3 Westinghouse Motors and 2 stands of elvtrs.

INDIANAPOLIS LETTER.

My son has retired from the grain business. B. B. Minor, B. B. Minor & Son.

At the last meeting of the Board of Trade, it was decided to employ engineers to look over the exchange building with a view of the need for large quarters and the possible changes that could be made. The work of the grain dept. alone has so enlarged itself that it is held one reason why the exchange must consider how to enlarge its quarters. Plans are being made of building more stories on the buildings on North Meridian and Ohio streets, thus giving the board more space for all of its varied activities. Heavy demands for office rooms are so made on the management.

The name chosen for the new elvtr. of Springer & McComas, for which a reward of \$25 was paid, was "Mid-West Transfer Elvtr." A young lady employed in the Board of Trade was the lucky winner of the prize.

W. H. Howard, sec'y Board of Trade, in his annual report calls attention to the fact that 20 grain inspectors have been continuously employed, and that the aggregate salaries of the Board of Trade amount to more than \$50,000 a year.

IOWA

Le Grand, Ia.—Harry Mill has bot the elvtr. of B. L. Cook.

Irving, Ia.—Blaha Bros. have bot the elvtr. of the Irving Merc. Co.

Breda, Ia.—Meyer Bros. have installed a new gas engine.—G. Brandsma.

Calumet, Ia.—The Flinden Grain Co. has bot the elvtr. of Ed Mann here.

Maxwell, Ia.—Geo. Gamble has been appointed mgr. for the Farmer Grain Co.

Riceville, Ia.—John M. Doyle has bot the elvtr. formerly operated by J. A. Leary.

Redfield, Ia.—Farmers elvtr. companies are being organized here and at Lindeh.

Rockwell City, Ia.—J. M. Stotesbury is now mgr. of the offices of the Flanley Grain Co.

Galva, Ia.—G. R. Spurgeon has succeeded the Ida County Grain Co., of which he was pres.

Muscataine, Ia.—A farmers elvtr. company is being organized to operate an elvtr. at this point.

Dyersville, Ia.—The Farmers Shipping Ass'n incorporated to deal in grain, etc.; capital stock \$30,000.

Otley, Ia.—A farmers' co-operative elvtr. company may be organized here to take over the local elvtr.

Middletown, Ia.—Herman Beck and Fred Benkert are now mgr. and asst. mgr. of the Farmers Union.

Laurens, Ia.—The Farmers Trading Co. is installing a Trapp Combination Auto Truck and Wagon Dump.

Sioux Center, Ia.—We have leased our elvtr. here to D. Vandenburg.—Cargill Elvtr. Co., Minneapolis, Minn.

Winfield, Ia.—Mr. Fomme has succeeded H. W. Van Dyke as mgr. for the Winfield Supply Co.—A. W. Carver.

Brushy (Duncombe, R. D.), Ia.—Mills & Co., of Duncombe, have bot the elvtr. of the Brushy Elvtr. & Merc. Co.

Keokuk, Ia.—We are going to build three or four elvtrs in the spring. Will commence work early.—O. A. Talbott Co.

Lanesboro, Ia.—We are installing a Howe Sonander Automatic Scale in the elvtr.—R. A. Maarsingh, mgr. Farmers Elvtr. Co.

Akron, Ia.—We are only replacing our wooden spout with an iron one, putting in new belt and cups and electric lights.—J. W. Hedges.

Winterset, Ia.—M. Young & Co. have let contract to the Younglove Constr. Co. for the complete remodeling and repairing of their elvtr.

Conrad, Ia.—The Grundy Grain Co. incorporated; capital stock, \$50,000; A. W. Randall is pres. and S. F. Price, sec'y of the new company.

Colo, Ia.—I am at present repairing the elvtr. of Lounsbury Bros. at this station, putting in new machinery and fixing it up-to-date.—A. P. Fuller.

Webster City, Ia.—The Farmers Grain Co. will incorporate for \$35,000 and will build a new elvtr. here. H. L. Baird is temporary sec'y of the company.

Lehigh, Ia.—The Farmers Elvtr. Co. has been dissolved, and S. F. Carlson, former mgr. of the company is continuing the business in his own name.

Morrison, Ia.—A farmers elvtr. company is being organized at this point. The company is to have a capital stock of \$50,000. Ellis Copley is sec'y.

Brooklyn, Ia.—The Stokley Grain Co. has succeeded H. C. Light. R. Conner of Woodward, a member of the firm, will be mgr.—Frank M. Ward.

Anita, Ia.—A new office and warehouse will be built by Farmers Co-operative Elvtr. Co. this spring. Other repairs will also be made. Geo. A. Shike is mgr.

Gray, Ia.—The Updike Grain Co. equipped its elvtr. with a Hall Signaling Distributor.

Denison, Ia.—The Farmers Union has officially taken over the elvtr. of the Farmers Elvtr. Co., retaining Charles Mehagh as mgr. The price paid was \$7,000.

Le Mars, Ia.—We have had no fire here as rumored. Our elvtr. is still standing and we do not intend to build a new one.—Farmers Elvtr. Co-operative Co.

Conrad, Ia.—Raymond A. Belz has been admitted to partnership in the firm of Charles Belz & Son and the company will now operate as Charles Belz & Sons.

Conrad, Ia.—The Conrad Co-operative Elvtr. Co. has been organized and has elected officers. E. E. Stover is sec'y. The company will commence business in a few weeks.

Dixon, Ia.—L. Wainder is mgr. of the recently incorporated Dixon Co-operative Elvtr. Co., which is now operating the elvtr. it bot from Rohlk & Goettsch at this station.

Guthrie Center, Ia.—The Cre-Sol Chemical Co. has bot the elvtr. of S. G. Compton & Son. The building will be torn down and the company will use the site for trackage purposes.

Ontario, Ia.—The new 25,000-bu. elvtr. of the Ontario Grain & Fuel Co. equipped with corn sheller, has been completed by the Younglove Constr. Co., which had the contract.

Terrill, Ia.—The Farmers Co-operative Co. has been organized with a capital stock of \$50,000. A new 25,000-bu. concrete elvtr. will be built. Francis Johnson is sec'y of the company.

Prairie City, Ia.—The organization of farmers elvtr. companies in this vicinity is being agitated at various points. It is expected one will be formed here and at Monroe, and Scully.

Algona, Ia.—R. C. Jones, formerly with the Rialto Elvtr. Co. at Milwaukee, Wis., has succeeded C. E. McDonald as mgr. for the Flanley Grain Co. here. Mr. McDonald has been promoted to the main office at Sioux City, Ia.

Eldorado, Ia.—The Farmers Co-operative Co. has been organized here with a capital stock of \$50,000. It has bot the elvtr. of John Potgeter, known as the Northwestern Elvtr. and will take possession in a few days.

Pioneer, Ia.—The report that C. W. Black was again in the grain business here, is erroneous. He is "again" in the grain business but is "somewhere" in Colorado.—A. E. King, mgr. Farmers Co-operative Elvtr. Co.

Perry, Ia.—The Perry Grain Co. has taken over the elvtrs. of W. R. Grant, here and at Gardiner. M. J. McVein of Rochester, N. Y., will be mgr.—Frank M. Ward. Mr. McVein is a nephew of D. D. McColl, of the McColl Lbr. Co., purchasers of the elvtrs.

Washington, Ia.—I. M. Godfrey, W. S. Eldridge, Dave McLaughlin and Dr. C. W. McLaughlin have bot the elvtr. and the flour, feed and coal business from W. A. Whiting and will take possession Feb. 1. Elmer Thoma will be mgr. The company will operate as the Washington Elvtr. Co.—I. B. Hunt, Iowa City.

Cedar Rapids, Ia.—I am inspecting grain for the Quaker Oats Co. at present. I am grading grain from a milling standpoint, but I expect to take the examination and get a license. I like the work first rate. The laboratory is rather new at this place but it promises to become very important later on.—M. O. Stone, formerly Grand Ridge, Ill.

Jolley, Ia.—The elvtr. of the Farmers Elvtr. Co., containing 14,000 bus. of corn and oats, burned Jan. 5, with a loss of \$6,000. The insurance was \$18,000. The house contained more oats than corn and much of it is being salvaged and sold. The elvtr. will be rebuilt as soon as possible. It is thought that a lighted cigar or cigarette stub carelessly thrown down, caused the fire.

DES MOINES LETTER.

John T. Harper, of Harper & Sons, is an influenza sufferer, being one of the first stricken at this market.

A new leased wire is being installed in the local office of the Sowers Grain Co., of Chicago, in the Hubbel Bldg. here.

Frank G. Hall has resigned his position with the Crowell Elvtr. Co. at Omaha, Neb., and is now mgr. for the Des Moines Elvtr. & Grain Co.

W. H. Sievert has been transferred from the Dubuque office of Lamson Bros. & Co. to the office of the company here. He will succeed C. A. Bulpitt as mgr., Mr. Bulpitt having resigned.

R. M. Hart and E. W. Miller have applied for membership in the Board of Trade.

M. Strom, of the Taylor & Bournique Co., Milwaukee, has been elected to membership in the Board of Trade. This firm has installed a new leased wire in its local office here.

We opened an office here Jan. 12, with R. M. Holbrook as mgr. Mr. Holbrook has been with the Lamson Bros. & Co. at Sioux City and Des Moines, for several years, and is thoroughly acquainted with the Iowa trade.—Sloan-Simmons Grain Co., per W. A. Simmons.

SIoux CITY LETTER.

The Farmers Terminal Elvtr. Co. has completed plans for a 1,000,000-bu. elvtr. at this station.

T. A. Black has been re-elected pres. of the Terminal Grain Corporation. C. E. Farley was elected sec'y to succeed C. C. Flanley and R. D. Wilde is ass't sec'y.

The 150,000 bu. concrete elvtr. of the Flanley Grain Co. is now in operation and is receiving grain. The tanks are 178 ft. high and the elvtr. 61x42 ft. It has 29 bins. The track shed covering the receiving tracks is 91x36 ft. Three tracks, 1,400 ft. long serve the new house.

Pres. T. A. Black of the Terminal Elvtr. Corporation at a meeting of the stockholders Jan. 15, said: "We have decided to suspend the sale of stock for the present and to put the remainder on the market in the spring, by which time we will be a running concern. Our capital is sufficient for further investment, the character of which will have to be determined as opportunities develop, as they surely will in a growing town like Sioux City."

This is another market in which the Exchange is calling for more room. Office buildings in the vicinity of the Grain Exchange are filled with grain men and newcomers can scarcely locate space. While the lease of the exchange building continues to be operative for several years, it is believed that the owners of the property would be agreeable to any proposal that might be made by the exchange. The pressure for offices is without abatement. Lease of the fourth floor of the exchange building is held by the American Bonding & Casualty Company and the extension of that company's business will require more than half of its present quarters. Some of the tenants on the fourth floor will be compelled to evacuate their offices.

The new elvtr. of the Terminal Grain Co-operation will be completed within the next 6 weeks, according to W. R. Warwick, mgr. The storage capacity of the elvtr. is 800,000 bus. with equipment sufficient to handle 1,000,000 bus. in addition. The two 10,000 bus. receiving legs will be able to handle 20,000 bus. an hour, or 120 carloads in a working day of 10 hours. Included in the equipment is a Monitor Cleaner with a capacity of 2,000 bus. an hour, and 3 automatic scales, each with a capacity of 2,000 bus. an hour. Another important feature is the grain drier, housed in a separate building from the elvtr. It has a capacity of 1,250 bus. an hour. The building will be fireproof. The elvtr. proper will be more than 175 ft. in height, while the storage tanks will rise 93 ft. from the track level.

KANSAS

Belpre, Kan.—C. S. Laird has bot the elvtr. of the Kansas Grain Co.

Marion, Kan.—The Marion Milling Co. will build a new elvtr. near its present mill.

Winfield, Kans.—The Alexander Milling Co. has installed a Trapp Combination Dump.

Newton, Kan.—The Consolidated Mill Co. will spend \$25,000 on improvements in its plant.

Mankato, Kan.—The new elvtr. of the Farmers Co-operative Ass'n has been completed.

Sedgwick, Kan.—I am mgr. for the Associated Mill & Elvtr. Co. at this station.—H. E. Hickerson.

Halstead, Kan.—Farmers are now organizing a new company to take over the elvtr. of the old Farmers Elvtr. Co.

Halford, Kan.—We expect to build an elvtr. here and to equip it with a truck dump.—Ellsworth Mill & Elvtr. Co.

Lyndon, Kan.—Schrader Bros., of Hillsboro, have bot the elvtr. of Fred & Henry Anstaett and are now operating it.

Salina, Kan.—The Shellabarger Mill & Elvtr. Co. will build an addition to its power plant, for the installation of new power machinery.

Nettleton, Kan.—Jos. L. Maxwell, mgr. Kansas Milling Co. and Miss Eula Reinecke were married recently. Congratulations are in order.

Belpre, Kan.—Tom Brown is no longer mgr. for the Belpre Equity Co. here. He is reported to be with the Reno Flour Mills Co. at Liberal.

Kiowa, Kan.—The Vance Grain Co., of Corwin, bot out the J. M. Nichols Grain, Coal & Feed Co., and took possession Jan. 1.—J. H. McNichols, Jr.

Ocheltree, Kan.—Chas. Denley has bot the elvtr. store and house of C. H. Mossman, who has been in business here and at Olathe, for the last 40 years.

Windom, Kan.—C. H. Hubenett has resigned as mgr. for the Farmers Co-operative Co. and is now at Lindsborg, in the hardware business on his own account.

Hockney, Kan.—We will build more storage as soon as the weather is favorable in the spring. May also instal larger engine.—Farmers Union Co-operative Ass'n.

Clyde, Kan.—Since the weather is more favorable, we have been making a big stride in the building of our mill and we hope to complete it soon.—Clyde Mill & Elvtr. Co.

Emmett, Kan.—The Farmers Union Grain & Elvtr. Co. bot the elvtr. of Byrnes & Feighny, and I remained as mgr., having been mgr. of the old firm for 12 years.—John T. Feighny.

Arkansas City, Kan.—The Arkansas City Milling Co. has let contract to the Finton Constr. Co. for 250,000-bu. additional concrete storage tanks. Work will be started at once.

Nortonville, Kan.—We will change from gasoline to electric power and will install a new automatic scale, truck scales and make other repairs in the spring.—Douglas Grain Co.

Ellsworth, Kan.—I am thinking of installing some truck dumps in our western elvtrs. and will no doubt put in several this coming season.—H. Work, pres. Ellsworth Mill & Elvtr. Co.

Meridan, Kan.—The Farmers Union Co-operative Ass'n has bot the elvtr. of Henry Winter at this station. He is now at Hoyt, Kan. It was reported that the Farmers would build but they will not do so at present. Frank Stanton is now mgr.

Haviland, Kan.—I have been transferred by the Kansas Flour Mills Co. from this point to Talmage, where I will succeed Bert Mitchell who has resigned. Scott McCormick, formerly with the Ray Patterson Co. at Stafford will succeed me here.—James Borin.

Corwin, Kan.—We have moved our headquarters from this city to Kiowa, where we have just bot the elvtr. of the J. H. Nichols Grain, Coal & Fuel Co. We also operate elvtrs. at Hazelton, Corwin, Waldren, Kan., and Amorita, Okla.—Vance Grain Co., Kiowa.

Bellville, Kan.—Father's announcement is self-explanatory. We are thinking of putting in a new screw conveyor and power shovel at our elvtr. if we can come to an agreement with the R. R. company on the price per bu. of transferring grain from leaking cars to good ones.—Paul J. Fulcomer.

Belleville, Kan.—I am pleased to announce that beginning January 1st, 1920, the grain and coal business operated for many years by me was changed to the firm name of E. A. Fulcomer & Son. My other interests call upon my time to such an extent that it necessitates my retiring from the management of the grain and coal business, and the management of that business will be assumed by my son, Paul J. Fulcomer.—E. A. Fulcomer.

ATCHISON LETTER.

Among the memberships recently taken out was one issued to P. L. Jacobson, sec'y of the Marshall-Jacobson Grain Co. of Oklahoma City.

Five new memberships have recently been purchased in the Board of Trade. It is understood that other applications for memberships will be made shortly.

At a meeting of the directors of the Board of Trade Jan. 16, R. T. Willette was appointed sec'y of the Board succeeding T. J. Bartholow, who died Dec. 12, after an illness of 3 months duration. He was 58 years old and had never married.

A great deal of interest is being manifested in the Board of Trade, due among other things, to the fact that the Blair interests of Atchison have purchased a site for their new elvtr. which will have a capacity of 800,000 bus. It is understood that work on this project will be started

soon. And to the fact that Atchison is to have a new 2,000 bbl. modern-day-light flour mill. This mill to be owned and operated by the Atchison Mills Corporation. A. L. Jacobson, formerly with the Sea-Board Milling Co., of Kansas City, is pres. and W. S. Washer, of the S. R. Washer Grain Co., is sec'y and treas. The construction of the new mill will be commenced early next spring.

HUTCHINSON LETTER.

Hutchinson, Kan.—We have moved our sales office to the 1st Natl. Bank Bldg. but do not contemplate moving anything else there.—Lyon, Milling Co., M. B. McNair, pres., Lyons.

Hutchinson, Kan.—Jay Hausam has resigned as mgr. of our grain department and has been succeeded by W. B. Bradshaw. J. E. Damon is gen. mgr., with L. J. Oliver as sales mgr. and C. O. Heinley, traffic mgr.—Reno Flour Mill Co.

A com'te of the Board of Trade is actively engaged in working out a plan for participation with a local bank in the erection of an eight-story building that will provide properly appointed trading and office rooms for members. The tentative plan is to form a stock company in which the stockholders of the bank and members of the Board will hold stock. If a satisfactory contract can be arranged word is to start immediately on the erection of the new building.—Cal.

The first annual meeting of the Hutchinson Grain Club was held Jan. 22, a dinner being served in connection with the meeting. The following officers were elected: Pres., E. A. Mowery; vice-pres., J. E. Damon; sec'y-treas., E. J. Whalen; executive com'te, R. O. Yates, A. G. McReynolds, A. L. Ayres. The club will hold regular monthly meetings and take an active part in movements to further the interests of the local market and of the grain trade and milling industry generally.—Cal.

TOPEKA LETTER.

Topeka, Kan.—The United Elvtrs. Co., which was incorporated here a few months ago, has completed its elevators at Galatia, Stickney and Beaver, and is doing a nice business at these points. Its elvtr. at Hirschman is practically ready to begin operation; a house at Susan, Kan., is about half way up; the pit and foundation at Millard is ready for the lumber crew and it expects to build at Fahrman and Eschridge, Kan., this spring. All these elevators are expected to be ready for the 1920 crop. This new company, with headquarters here, composed principally of Kansas grain men and millers, and its intention is to build and operate a long line of elvtrs. at selected points in that state.—The Bennett Com. Co.

We have not entirely lost hopes of securing the enactment of the bill authorizing the Public Utilities Commission to regulate the leasing of real estate controlled by railroads and have had Sen. Kimbel bring the bill out in the Senate as Com'te Bill and he has assured me that he will give it his support. The number of the Senate Bill is 51. If the bill passes the Senate, it will immediately be messaged over to the House and I believe if every member of this Ass'n will write the Representative and Senator from his district, urging him to support the measure, that it will be enacted into law at this session. I have done all I can to in behalf of the measure. I want to urge every member of every farm elevator to write his representative and senator to support the bill and do it immediately. State your reasons in your own language for asking them to support the bill.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

KENTUCKY

Lancaster, Ky.—Charles Zanone, Geo. Spooner and Wm. Doty have bot a half interest in the Lancaster Mills, operated by S. C. Vaughn.

Paducah, Ky.—Grain men of this city are holding a series of meetings here with a view of establishing federal inspection of grain at this market.

LOUISVILLE LETTER.

Louisville, Ky.—E. H. Morgan & Co. are reported to be financially embarrassed. The liabilities are placed at \$1,000,000 and the assets about \$500,000.

Louisville, Ky.—We are engaged in the merchandise brokerage business here and will now handle grain on strictly a brokerage basis.—J. B. Davis, Davis & Hamilton.

Louisville, Ky.—Officers of the Board of Trade Joseph Burge, pres.; Wm. Heyburn, F. M. Cckett, Caldwell Norton, R. L. Callahan and F. Vaughn, vice-pres.; Oscar Fenley, treas. and myself, sec'y and supt.—W. E. Morrow.

A bill to protect farmers with contracts for crops is now before the State Legislature. It is as follows: "That in the buying and selling of grain products, such as wheat, corn, oats, cane, rye, hemp, rye, cotton, tobacco and anything grown on the farm, including all kinds of stock, the purchaser and the seller alike be liable for damages. Upon failure of the seller to deliver stock or crop according to contract, he makes himself liable for damage, and upon failure to pay damage he shall be imprisoned for not less than 1 and not more than 2 years. The purchaser, upon failure to receive and pay for stock or crops according to contract, shall be liable for damage, and upon failure to pay damage he shall be imprisoned for not less than 1 and not more than 2 years."

LOUISIANA

New Orleans, La.—John F. Gibbons & Co. have bot property adjoining their present plant and contemplate building another unit.

MARYLAND

Queen Anne, Md.—I have bot a small building and want to equip it for handling and loading wheat.—R. H. Barnes.

BALTIMORE LETTER.

Leonard M. Bruton and Gordon P. White have applied for membership in the Chamber of Commerce.

E. Irwin Hull has resigned as licensed grain inspector for the Chamber of Commerce and is now associated with Duane H. Rice.

John M. Dennis, formerly engaged in the grain export business at this market, and a member of the Chamber of Commerce, has been elected state treas.

The annual election of the Chamber of Commerce will be held Jan. 26. Candidates for the directors to serve 3 years are, J. Barry Madol, Wm. C. Scott, J. Murdock Dennis, Alfred Pleasants and John J. Snyder.

MICHIGAN

Albion, Mich.—The Farmers Elevtr. Co. has increased its capital stock to \$60,000.

Manchester, Mich.—The Burtless-Heinze Co. has been organized with a capital stock of \$15,-

Charlotte, Mich.—The Square Deal Co-operative Elevtr. Co. will install a large feed mill in this city.

Allegan, Mich.—The Allegan Milling Co. has been reorganized and F. McOmber is now treas. and mgr. L. A. Holley is sales mgr.

Akron, Mich.—Akron Co-operative Ass'n incorporated; capital stock, \$50,000; incorporators, Earl Wallin, John Whalen, and Charles Zieg-

Big Rapids, Mich.—Carl Lon will be retained as mgr. of the elevtr. recently taken over by the Farmers Society from the Armour and Lewellyn interests.

Howellville, Mich.—The Co-operative Elevtr. Co. has been organized here and is taking subscriptions to finance an elevtr. deal not yet decided.—Frank Rounselle.

Detroit, Mich.—West Detroit Storage Co. incorporated to store grain (not for elevtrs.), etc.; capital stock \$10,000; incorporators, E. F. Dunt, A. Gamo and Harry Slater.

Leontidas, Mich.—I have sold my interest in the elevtrs. at Walcottville, Ind., to my partner and have bot the elevtr. of White Bros. here. I am now in possession and operate as F. C. Wolfe & Co.—F. C. Wolfe.

Easton, Mich.—The elevtr. of the Gleaners Co. was threatened by fire when a blaze started from the gasoline engine. It was, however, confined to the engine room and the loss was about \$200, fully covered by insurance.

Eastmore, Mich.—The elevtr. of W. D. Johnson, operating as Johnson Elevtr. Co., burned Jan. 13. The fire was discovered about noon and the elevtr. which contained 600 bus. of beans and 2 bus. of wheat belonging to Mr. Johnson, was quickly consumed. Loss \$14,000; covered by insurance.

Detroit, Mich.—The office of the Federal Grain Supervision in the Detroit Free Press Bldg. has been closed.—G. W. Morrison, Executive Ass't, Federal Grain Supervision, Washington D. C.

Jonesville, Mich.—Earl Randall, prop. of A. H. Randall & Co., whose plant at Tekonsha, Mich., burned recently with a loss of \$100,000, has bot an interest in the Jonesville Milling Co. and is now mgr. of the company.

Hemans, Mich.—The elevtr. of the Thos. Wilson estate, recently operated by the La Motte Farmers Elevtr. Co., burned recently. It contained 100 tons of hay, 250 bus. of barley, 120 bus. of wheat and 6,000 bus. of beans.

Portland, Mich.—We have not taken over the elevtr. of the old Farmers Elevtr. Co. yet, but will undoubtedly do so as soon as everything is in shape. We will install feed mill and also add bins for wheat storage.—Frank W. Pryer, pres. Farmers Elevtr. Co.

Port Huron, Mich.—We would advise that the Chamberlain-Holmes-Jeffords Co. is not going out of business, but is directly interested in the Huron Fuel & Supply Co., which will operate here and at Marysville.—H. L. Jeffords, treas.

Quincy, Mich.—An elevtr. company without capital stock has been formed by farmers who met here Jan. 17 and elected the following officers: Pres., L. G. Taylor; vice-pres., Ward Lindsey; sec'y, Leo. Craun; treas., Warren Dobson; board of directors, A. D. Ransom, Roy Strang, Harry Corless, Frank Demorest, Arthur Lane, Herman Strachly and Linus G. Taylor. The company will be financed by borrowing money on notes at 6 per cent interest. Memberships will be sold at \$10 each, but the company will be run not for profit, thus evading taxes. Just how the notes and the interest can be paid without making a profit remains to be seen, tho technically the scheme seems to be correct.

MINNESOTA

Mankato, Minn.—Our elevtr. has been broken into and a quantity of shelled corn stolen.—Byrnes Bros. & Nachbar.

Limore, Minn.—I am now mgr. for the Farmers Elevtr. Co. here.—Gus. Plomason, successor to J. G. Van Roosum.

Odin, Minn.—The Hubbard & Palmer Co., of Mankato, has bot the elevtr. of Greig & Stockdale here and I will remain as agt.—C. L. Olsen.

Alpha, Minn.—We will build a 60,000-bu. concrete elevtr. next summer and will use electric power from Jackson.—Frank W. Watson, mgr. Farmers Elevtr. Co.

Moorhead, Minn.—Max Goldberg, of Fargo, has succeeded Peter Westling as mgr. for the Farmers Elevtr. Co. Mr. Westling was mgr. and part owner of the company.

St. Paul, Minn.—The Equity Co-operative Exchange has increased its capital stock to \$9,000,000 and will enlarge its big elevtr. here. At least 18 tanks will be added to the present storage capacity of 150,000 bus.

Walnut Grove, Minn.—We have disposed of one of our elevtrs. and will build new and modern coal sheds on the site in the spring. We have also bot 2 lots adjoining our elevtr. property and will erect corn cribs and a storage warehouse.—A. A. Swanson, mgr. Farmers Elevtr. Co.

Bellingham, Minn.—The Farmers Elevtr. Co. has awarded contract to the T. E. Ibberson Co. for a large annex to be built alongside of its present elevtr. This will be modern in every respect. Materials are now on the road and work will be started as soon as frost is out of the ground.

Thief River Falls, Minn.—I was not mgr. of the Kloten (N. D.) Grain Co. as reported, but I was managing agt. The company had 2 elevtrs. there and I had charge of one. T. J. Moore, now deceased, was sec'y-treas. and mgr. of the company. I have accepted a position with the Tessum Seed, Grain & Produce Co. as mgr. of their elevtr. here. We also have a house at Ogama, Minn.—J. G. Johnson.

DULUTH LETTER.

The state board of grain appeals has denied the petition of the members of the Board of Trade, asking that the minimum weight of No. 2 flaxseed be reduced from 47 to 45 lbs. The board could find no adequate reason for the change.

The following officers have been elected for the ensuing year by the Board of Trade Clearing House Ass'n: W. J. McCabe, pres.; E. N. Bradley, vice-pres.; Geo. F. Foster, sec'y-mgr.; W. C. Johnson, ass't mgr. H. F. Salyards, J. W. Galvin, G. H. Spencer, G. G. Barnum, and M. L. Jenks, directors; J. W. Galvin, H. J. La Bree and J. D. Deighton, auditing com'te.

MINNEAPOLIS LETTER.

The Van Dusen-Harrington Co. of this city, has renewed its charter for 33 years. The capital stock of the company is placed at \$1,500,000.

P. L. Malkerson was elected pres. of the Hay Board of Trade Jan. 12. L. T. Phelps is vice-pres.; R. P. Anderson, treas., and Mrs. Geo. Quam, sec'y.

The Brighton Elevtr. Co., incorporated by M. R. Scroggins, pres.; L. M. Warden, sec'y and M. H. Woodward, Treas. Mr. Scroggins is also pres. of the Scroggins Grain Co. at this market.

Memberships in the Chamber of Commerce can now be bought at \$7,500 for this week only. After the end of this month they will vote to advance the price to \$15,000 and it will probably carry.

Four men, alleged to have been systematically looting grain elevtrs. in this city, were arrested on grand larceny charges recently, and all asked for an early hearing. A fifth man, said to have been arrested at the same time, waived examination and was bound over to the grand jury. Bail was fixed at \$1,000.

We have just closed our elevtrs. at Kidder and Claremont, S. D., and Lidgerwood, N. D., also the following houses in Montana: Benchland, Gilman, Sims, Conrad, Hall, Willow Creek, Geyser, and Reed Point, on account of poor crops. We have also leased the house at Sioux Center, Ia., to D. Vanderburg.—Cargill Elevtr. Co.

MISSOURI

Leige, Mo.—I am office mgr. for the Farmers Elevtr. Co.—A. L. Edney.

Rockville, Mo.—Charles Marquis has bot the elevtr. of the W. H. Hurley Grain Co. here.

Green Ridge, Mo.—J. E. Bagby is sec'y and treas. of the recently organized Farmers Elevtr. Co.

Deepwater, Mo.—I am mgr. for the Mann Grain Co., of Montrose, at this station.—H. Halfer.

Poplar Bluff, Mo.—Sam I. Bowman is now mgr. for the Butler County Milling Co. at this station.

New Hampton, Mo.—The Farmers Grain, Produce & Merc. Co. has bot the elevtr. of W. J. Ebersole.

Athol, (Rich Hill p. o.), Mo.—The Athol Elevtr. Co. incorporated; capital stock \$10,000; incorporators are L. W. Smith and W. P. Allison.

Tarkio, Mo.—A. E. Temple and Miss Elsie Ferguson were married recently. Mr. Temple is branch mgr. for T. P. Gordon, of St. Joseph.

Neosha, Mo.—A. L. Bannock, mgr. of the Missouri & Kansas Grain Co., died at his home in this city Jan. 5. He was formerly a member of the Board of Trade at Kansas City, Mo.

Sweet Springs, Mo.—The Sweet Springs Milling Co. will build 50,000 bus additional storage in the spring and will install a new receiving separator and receiving elevtrs. The plant is motor driven.

Malden, Mo.—Our elevtr., burned recently, is a total loss but we only lost 1,500 bus. of grain, tho we have a capacity for 20,000 bus. The elevtr. caught fire from the depot which burned first. We expect to put up a larger elevtr. of concrete, fireproof thruout.—Matthews & Stubblefield.

Chillicothe, Mo.—James W. Hill of this city and Fred Goff, of Meadville, have bot the elevtr. and warehouses of McCormick Bros., who have operated them for 19 years, and will now retire. Geo. McCormick died recently and his brother has been carrying on the business alone ever since.

La Due, Mo.—We have completed our new iron clad warehouse, 42x24 ft., with 10 ft. studs. We had the misfortune to break the connecting rod on our engine recently, and will install a 25-h. p. oil burning engine. Business has been exceptionally good with the car shortage to contend with.—Otto Volkman, mgr. La Due Grain & Supply Co.

KANSAS CITY LETTER.

Daniel P. Bryne has resigned his position with the U. S. Grain Corporation.

R. W. Sampson and Elliott L. Love were admitted to membership in the Board of Trade, recently.

G. C. Martin, Jr., has withdrawn his application for membership in the Board of Trade, and that of Charles P. Cummings has been transferred instead.

Officers of the Associated Mill & Elevator Co., recently elected, are: H. C. Nunn, pres.; H. M. McQueen and R. E. MacDonald, vice-pres.; Paul Noble, sec'y, and Fred J. Partridge, treas.

New members of the Board of Trade, admitted on treasury memberships, are J. Donald Moffatt, Harry J. Kaull, William M. Sloan, Eugene E. Klecan, B. S. Graham, John Stark, and Harry G. Stevenson.

The re-establishment of the transportation bureau of the Board of Trade is being seriously considered by the exchange. A few years ago this dept. was combined with that of the Chamber of Commerce.

Francis H. Miller, father of Stephen H. Miller, of the S. H. Miller Grain Co., died on the train en route for Philadelphia, Jan. 9. His son was with him and the body was brought back to this city for burial.

The dinner of the Kansas City Grain Club was held Jan. 24. The building committee presented its report as to the buying or building of a new home for the exchange and the matter was thoroughly discussed.

W. R. Pickerill, who has been on the road for the E. E. Roehen Grain Co., has left the company and is not associated with the firm at present. Ira Updike is the new mgr. of the shipping dept. of the firm.

J. R. Schmitt is now a partner in the firm of Dilts & Morgan. He has been associated with the company for some time, being in charge of the coarse grain dept. He was formerly with the S. R. Washer Grain Co. at Atchison, Kan.

Owing to the recent death of Pres. E. W. Shields of the Simonds-Shields-Lonsdale Grain Co., the company has been reorganized and the following officers elected: C. W. Lonsdale, pres.; F. C. Vincent, vice-pres.; and E. R. Morrison, sec'y-treas.

The first car of the 1919 wheat to reach this market was sold by Allan Logan, of Logan Bros. Grain Co., for \$3 a bu. Mr. Logan also holds the record for having sold the highest priced car of wheat ever brought to this market, when in May, 1917, he sold a car for \$3.42 a bu.

ST. JOSEPH LETTER.

Vanderslice-Lynds Co. have opened an office here. C. B. Lightner, mgr. of the local office, has been elected to membership in the exchange.

The annual election of officers of the St. Joseph Grain Exchange for the ensuing year was held Jan. 6th. None of the three candidates for pres. of the Exchange for the coming year received the necessary plurality in the first poll. In an adjourned election for the presidency, J. M. Flynn was chosen to fill the office for 1920. S. A. Penney was elected vice-pres., and the following were elected directors for a two-year period: J. W. Craver, A. J. Brunswick, B. V. Sloan, J. D. McKee, and Fred. Frederick. T. P. Gordon was elected to fill a term of one year. A banquet was held at Hotel Robidoux the evening of the 6th. Short talks were given by D. F. Piazek, 2d vice-pres of the Grain Corporation, Kansas City; F. P. Manchester, sec. of the Omaha Board of Trade; Col. E. Stenger of the Union Pacific R. R.; W. S. Washer of Atchison, Kan.; Ewing Herbert, A. P. Marlin, L. A. Vant, and C. D. Morris of St. Joseph.

The new St. Joseph Public elevator, when completed, will be the largest elevator here with a maximum capacity of 3,000,000 bus. The first unit, a working house of 250,000 bus capacity, will be completed by early summer. The building will be 60x90 ft. long and 170 ft. high. It will be of fire-proof concrete construction throughout with three 12,000-bu. legs. The handling capacity of the working house will be 100 cars a day. Receiving tracks and pits will be so arranged that it will be possible to unload 4 cars of grain at one time. Ultimately the receiving and handling capacity of the elevator will be increased 50%. The plant will be equipped with the most modern machinery for cleaning and handling grain and will be operated by electricity. The John S. Metcalf Co. is in charge of the engineering work, while the general contract has been let to the Lehr Construction Co. The elevator, when completed will be operated by the St. Joseph Public Elevator Co., of which R. E. Hastings is pres. The com-

pany has been incorporated for \$200,000. Other elevators may be built later on.

ST. LOUIS LETTER.

Frederick H. Barkley has applied for membership in the Merchants Exchange.

Wm. Christy will represent Ballard & Ballard of Louisville, Ky., on the Merchants Exchange. The membership of C. Breaux Ballard has been transferred to him.

New members of the Merchants Exchange are: Paul C. Knowlton, Henry E. Halliday, D. J. Kent, Samuel C. Vail, John B. Horton, George E. Cooper, and George W. Vogt.

Oswald Graves, for 35 years a member of the Merchants Exchange, and representative of Lamson Bros. & Co. at this market, dropped dead a few days ago, while waiting for a street car. He was 65 years old.

The redemption price of memberships has been placed at \$1,000. Memberships of deceased members will be taken at the price of the last membership sold before the death of the member. Memberships are now being sold for about \$1,500.

The chairmen of the following committees of the Merchants Exchange were appointed by Pres. Charles L. Niemeier at the first meeting of the new officers, Jan. 20: membership, John O. Ballard; traffic department, Geo. F. Powell; dept. of weights, A. C. Robinson; grain, Harry H. Langenberg; barley, Fred C. Orthwein. Mr. Niemeier is chairman of the Elevator Construction Committee.

The annual report of the Merchants Exchange, issued by Sec'y Smith, Jan. 13, gives the following interesting data as to the splendid condition of the exchange at the beginning of the new year: Revenue from all sources, totaled \$181,316.29, \$89,950.00 of that amount was derived from assessments, \$20,300.00 from transfer fees and \$54,834.26 and \$6,257.00 in fees paid the department of weights and the hay department, respectively, and \$9,975.03 from miscellaneous sources. The expenditures were \$159,327.65.

The annual meeting of the St. Louis Grain Club was held Jan. 12 and Aderton Samuel was elected pres. to succeed Marshall Hall. John H. Watson is vice-pres. and E. J. Gissler, sec'y. The executive committee elected is composed of Logan Baxter, L. Ray Carter, E. F. Catlin, Robt. C. Napier and L. J. Frederick. At the dinner following the election E. C. Andrews, retiring pres. and C. L. Niemeier, pres. of the Merchants Exchange, addressed the diners. The chief speaker of the evening was Carl J. Baer, whose address on "Grain Men's Relation to Increased Production," was comprehensive and interesting.

MONTANA

Clyde Park, Mont.—We contemplate the erection of flour and feed warehouses in connection with the elevator we are operating here. It was formerly owned by G. W. Shellhammer, and we got it from him.—Park County Milling Co.

Benchland, Mont.—We have closed the following elevators in this state for this season, on account of poor crops: Gilman, Simms, Conrad, Hall, Willow Creek, Geyser, Reed Point and this station.—Cargill Elevator Co., Minneapolis, Minn.

Whitetail, Mont.—The Occident Elevator Co. of Minneapolis, has bought the elevator of the Canadian Farmers Elevator Co. here and is operating it as a line house. We have completed the new 30,000-bu. elevator that replaces the house burned last April. C. E. Bird & Co. had the contract.—C. W. Truesdell, agt. Montana & Dakota Elevator Co.

NEBRASKA

Giltner, Neb.—The Farmers Elevator Co. will install a mill.

Waco, Neb.—The Jackson Grain Co. has succeeded Jackson & Pratt.

Dixon, Neb.—E. W. Musher is now mgr. for the Farmers Union Elevator Co.

York, Neb.—The York Milling Co. will install a Trapp Combination Truck and Wagon Dump in its elevator.

Elsie, Neb.—The Equity Mercantile Exchange has built a new tile office and installed a 10-ton truck scale.

Elwood, Neb.—The Community Improvement Co. incorporated to handle grain. Capital stock, \$100,000.

Newman Grove, Neb.—F. W. Shively of Tilden has bought the elevator and mill here and will take possession Mar. 1.

Chappell, Neb.—The Farmers Elevator Co. will probably install a truck dump.

Kinney, Neb.—Farmers Union Co-operative Co. incorporated with a capital stock of \$25,000.

Grand Island, Neb.—We have opened an office in the Glover Bldg. at this point. R. A. Collier is mgr.—Fred W. Elder.

Craig, Neb.—John Petersen, formerly mgr. for the Farmers Union, is now with the Holmquist Grain & Lbr. Co. at Oakland.

Gladstone, Neb.—The Farmers Union Co-operative Ass'n has equipped its elevator with Hall Signaling Distributor.

Greeley, Neb.—Bart Cronin has succeeded Thos. Green as mgr. for the Farmers Elevator Co. Mr. Cronin is from Sutton.

Beatrice, Neb.—The Shannon Grain Co., of Kansas City, Mo., has opened an office here with P. D. Stittler, of Lincoln, in charge.

Petersburg, Neb.—Anton Brinkman has succeeded Henry Benner as mgr. for the Petersburg Elevator Co., Mr. Benner, resigning.

Bruning, Neb.—I have resigned as mgr. of the Farmers Grain Co., effective Mar. 1. C. J. Casper will succeed me.—M. A. Osborn.

North Bend, Neb.—M. Koehne, who recently resigned as mgr. for the Farmers Union, has reconsidered the matter and will continue to take care of the business.

Tilden, Neb.—The new 45,000-bu. reinforced concrete elevator of the Farmers Union Elevator Co. has been completed. The Younglove Construction Co. had the contract.

Moorefield, Neb.—Wm. Walthers has succeeded O. B. Elliott as mgr. for the Equity Union here. Mr. Elliott came from Parks, but expects to move to Hastings soon.

Hayland, Neb.—The Farmers Union of this city is considering the purchase of the elevator of the Farmers Elevator & Grain Co. of Prosser at this station and at Prosser.

Dakota City, Neb.—I have resigned as mgr. for the Farmers Grain & Supply Co. and have been succeeded by Charles Fusthor. I may buy an elevator later.—H. F. Foley.

Fairbury, Neb.—W. E. Lee, mgr. of the Fairbury Mill & Elevator Co., has taken over the 25% interest of the McDowell Estate and of A. J. Berry and is now operating the house for himself.

Hemingford, Neb.—The Farmers Co-operative Elevator Co., which incorporated last summer, still in existence, but owing to high prices building material, will not put up a house until next summer.

Superior, Neb.—The concrete work for the elevator of the Superior Terminal Elevator Co. has been completed and the house will be ready to operate in 30 days. Ballinger & McAllister had the contract.

Greenwood, Neb.—W. E. Hand is now mgr. for the Farmers Co-operative Grain Ass'n which operates the elevator recently bought of the Railroad Grain Co. This makes 2 farmers elevators companies at this point.

Hastings, Neb.—We have taken over the interests of Charles Moritz and will operate the line of elevators formerly controlled and operated by him individually. We have opened a wholesale grain business here in connection with our office in the Branch Bldg. in this city.—O. Moritz, C. Moritz Grain Co.

OMAHA LETTER.

E. A. Lucke has succeeded John C. Ackerman as floor mgr. for the Crowell Elevator Co.

W. S. Hart, vice-pres. of the Flanley Grain Co. has succeeded W. C. Adams as mgr. of the company's office here.

John C. Ackerman is now mgr. of the Missouri West Grain Co. He was for a number of years with the Crowell Elevator Co.

Nelson B. Updike, of the Updike Grain Co. has bought the most of the stock in the Omaha Elevator. He will take it over about the 15th of next month.

E. F. Otto, formerly mgr. of the consignments dept. of the Dawson Grain Co. and Frank Rutherford, formerly on the road for the Omaha Elevator Co., are now connected with our group here as mgr. and ass't mgr., respectively.—Wells-Abbott-Nieman Co.

NEW ENGLAND

New Bedford, Conn.—C. H. Brayton, for many years in the grain business here, died recently at the age of 82.

North Adams, Mass.—We will build in time, elvtr. and store house about 140x50 ft. The tr. will have a capacity of 50,000 bus.—R. L. Wn, Berkshire Coal & Grain Co.

Bristol, Conn.—The recently incorporated Stol Grain & Supply Co. has bot the prop'y of the Eaton Mill Co., James A. and Wm. Eaton, props., for \$80,000. Richard H. Blem- is sec'y of the new company. The plant was it about 40 years ago.

Cochester, N. H.—We bot the elvtr. and rehouse of Geo. E. Dean some time ago, after ming a small stock company to operate it a regular grain business. We are not a mers union but carry a good stock of grain t is always paid for.—Charles R. Peaslee, s. Stafford County Co-operative Grain Mill

NEW MEXICO

Springer, N. M.—Farmers have organized and l build a \$12,000 elvtr. and warehouse here.

NEW YORK

Brooklyn, N. Y.—Harry M. Edenborn, Jr., of Philadelphia is now with Thompson, Norris & of this city.

Cochester, N. Y.—The Mosely & Motley Mill- Co. has bot the grain elvtrs. of the Monroe rehouse Co., the price being given as \$85,000. changes will be made in the plant.

Bridgeport, N. Y.—We can not as yet esti- te our total loss in our recent fire. We will, ever, soon repair the building and use it eafter for storage only.—Vincent Bros. Co.

Brooklyn, N. Y.—J. W. Gasteiger & Son have ed in business and the property including big elvtrs. here, has been taken over by creditors, and will be conducted by them a trustee. The liabilities are placed at 0,000, but the cash resources of the company practically exhausted.

NEW YORK LETTER.

New York, N. Y.—Memberships in the Prod- Exchange are selling at \$4,300 and 26 new nbers were admitted at the last meeting of board mgrs.

B. and Howard R. Howser and Cecil W. son have formed the Howser & Wilson Co. will conduct a grain brokerage and ocean ght business.

Charles C. and Willis F. Rubins are now esenting Fred S. Lewis & Co., of Chicago, his market. They formerly represented Wm. Noyes and Lamson Bros. & Co.

New York, N. Y.—The Ernest Brewer Co. succeeded Brewer & Davies, Mr. Davies ng retired. Mr. Brewer has been elected membership in the Produce Exchange.

Edward O'Neil has succeeded Charles W. es as exchange representative for E. Lo- & Co., of Chicago, at this market, Mr. es becoming representative of Stein, Alstrin Co., here.

Fred Ettlinger is now in Europe on behalf he People's Industrial Trading Corporation, which E. F. Rosenbaum is pres. Ernest er, who has been with the J. Rosenbaum n Co. for a number of years at different kets, will succeed Mr. Ettlinger as mgr. New York.

Henry Leverich and C. F. Watt have resigned the Wheat Export Co., Inc. Mr. Leverich become vice-pres. and mgr. of the Hall- er Grain Co., of New York, of which F. G. vrell will be pres. The company has been eported for \$100,000. Mr. Leverich at one as representative for the Hall-Baker n Co., of Kansas City, here.

BUFFALO LETTER.

The old Richmond Elvtr. has been torn down, as a frame building on the canal and had ail connection.

The Buffalo Grain Co., which recently levied ttachment thru Sheriff Bradley, on 6 cars rn alleged to have been shipped by Elmer orton, under the name of the Horton Mill- Co., has lost its case, the federal court ng given the Bank of Ashtabula a verdict 211.56. The Buffalo Grain Co.'s claim was 18,000.

o. E. Pierce on Jan. 13 petitioned the court omiss the involuntary bankruptcy pro-

ceedings. Mr. Pierce, in his answer, states that he turned over to a number of the creditors, including those mentioned in the Bankruptcy petition, all of his property, both real and personal, under duress and threats by them that they would subject him to disgrace, ridicule, shame and contempt if he did not.

NORTH DAKOTA

Deisem, N. D.—One of the elvtrs. at this station is being moved to Franklin, N. D.

Lidgerwood, N. D.—We have closed our elvtr. here for the season.—Cargill Elvtr. Co., Minne- apolis, Minn.

Southam, N. D.—The elvtr. of the Minne- kota Grain Co., containing 9,000 bus. of grain, burned with a loss of \$40,000.

Petersburg, N. D.—We have bot and are op- erating the elvtr. of the Farmers Elvtr. Co. here.—Equity Co-operative Exchange.

Kloten, N. D.—J. Hammond is mgr. of the Farmers Grain Co. here and I am mgr. for the Kloten Grain Co.—K. M. Ellingson.

Oriska, N. D.—G. H. Bruns has resigned as mgr. for the Farmers Elvtr. Co. and will take charge of his own elvtr. near Litchville.

Pleasant Lake, N. D.—W. T. Heising, owner of the Heising Elvtr. Co., was found hanging from a rafter in the driveway of his elvtr. re- cently. He was dead when discovered and the verdict was suicide.

Bismarck, N. D.—J. H. McGovern, mgr. of the State Mill & Elvtr. Ass'n, has made the an- nouncement that the state will build 5 milling and elvtr. plants, including the proposed ter- minal mill and elvtr. at Grand Forks. The 4 other plants will have 500-bbl. mills and 50,000- bu. elvtrs.

OHIO

Bloomville, O.—Dellinger & Sons, incorpo- rated.

Norwalk, O.—C. L. Ford has resigned as mgr. of the elvtr. of the Firelands Elvtr. Co.

West Salem, O.—The West Salem Equity Ex- change Co. has increased its capital stock to \$50,000.

Montpelier, O.—W. E. Riley's new 15,000-bu. elvtr., replacing the one burned Sept. 4, has been completed.—N.

Plain City, O.—B. E. Thomas & Co. will in- stall 3 electric motors to replace the present gasoline engine.—N.

New Paris, O.—New Era Equity Exchange incorporated; capital stock \$50,000; J. W. Novak, and others incorporators.

Foraker, O.—Foraker Farmers Exchange in- corporated; capital stock, \$20,000; M. C. Math- ews and others incorporators.

Quincy, O.—Harry Clay has bot the interest of W. A. Nosinger in the Quincy Grain Co. and will take possession May 1.

New Winchester, (Bucyrus p. o.), O.—The New Winchester Elvtr. & Exchange Co. has just completed an addition to its elvtr.

Pawnee Station (Lodi p. o.), O.—Pawnee Equity Exchange incorporated; capital stock, \$10,000; E. H. Sanders and others incorporators.

Loudonville, O.—No new elvtrs. are being built here nor will there be any new ones, as re- ported.—Farmers Equity Exchange Co.

Tremont City, O.—I have sold my elvtr. and business to Alpha Evilsizer, of Urbana who will take possession Mar. 1.—Omer Snyder.

Landeck, (Delphos, p. o.), O.—Henry Luers- man & Sons have bot the elvtr. of the Landeck Elvtr. Co. and are now in possession.—N.

Hillsboro, O.—I am now connected with the Whisler Grain & Fuel Co. here. We have a storage capacity of 20,000 bus. at present.—A. C. Prouty.

Cook, O.—The C. H. Clark Grain Co., of Mt. Sterling, has recently added a new office, scale shed and storage warehouse to its elvtr. plant here.—N.

Cable, O.—O. M. Clark on Jan. 14 sustained a small fire loss in his office. One desk was destroyed, a two foot hole burned in the floor and his records considerably damaged.—N.

West Jefferson, O.—Teegardin & Swisher have bot the elvtr. of Myron A. Silver and are now operating it. The company may build a new elvtr. next year and enlarge its offices.—N.

Columbus, O.—Everybody's friend, "Uncle Joe" McCord, has passed through the trying ordeal of a major surgical operation, and is once again spending a little time each day at his office.

Grove Port, O.—North Brothers recently bot a 3 story brick building and expect to convert it into a feed grinding and grain storage room. They will install a Wolf feed grinder operated by gas engine.—N.

Hollansburg, O.—We have sold our elvtr. at Crete, Ind., and have bot the elvtrs. at Savona and Glen Karn, O. We will take possession Mar. 1. Mail will reach us here.—Richards & Simpson, formerly Crete, Ind.

Fremont, O.—We intend to engage in the coal, grain and wool business in a wholesale way only. I have been in the elvtr. business for the last 20 years as mgr. of Farmers Elvtr. Co.—C. C. Wolfe, C. C. Wolfe & Co.

Lorain, O.—H. H. Berk and son, J. A. Berk, of Vermillion, have bot the plant of the Lorain Milling Co. and will operate it in conjunction with the Vermillion Mills. Improvements will be made and J. A. Berk will be mgr. here.

Piqua, O.—We have incorporated the Fogt Grain Co. under the name of the Fristoe Grain Co., C. K. Fogt and myself retiring from ac- tive business. E. D. Fristoe will be mgr. He was formerly sec'y-treas., and gen. mgr. of the Swanders Grain Co., Swanders, O.—J. A. Man- ning.

Upper Sandusky, O.—The U. S. Commission Co. recently had a small fire in its office and warehouse, caused by a stovepipe being too close to the ceiling. Prompt use of a Carbon- Tetrachloride extinguisher stopped the blaze be- fore it had caused much damage. The company has moved its gas engine from the main elvtr. to a newly attached engine house.—N.

Carey, O.—The Farmers Co-operative Elvtr. Co. has let contract to the Reliance Construc- tion Co., for a 40,000-bu. iron clad, cribbed elvtr. It will have 12 bins and will be equipped with 3 legs, 2 dumps, Western Sheller, Monitor Cleaner and Separator, 4 Fairbanks-Morse Mo- tors, and one Fairbanks Hopper Scale. A feed mill equipment will also be installed.

CINCINNATI LETTER.

The Grain Products Co. has been incorpo- rated by F. G. Boyle, capital stock \$25,000.

Charles H. Hagerty, of the Fitzgerald Grain Co., is receiving hearty congratulations on the arrival of a baby boy at his home.

Raymond Bender has severed his connection with his father in the grain business and is now mgr. of the brokerage dept. of Alfred G. Hill.

A dividend of 50% has been ordered paid to the creditors of the Richter Grain Co., by In- solvency Judge Kelly. C. C. Slete is the re- ceiver for the company.

W. R. McQuillan, who has been confined to his home for the last 10 weeks with a severe attack of rheumatism, was welcomed back on change Jan. 15, when he came down to do his bit at electing the officers for 1920.

The following officers were elected at the an- nual election of the Cincinnati Grain & Hay Exchange, held Jan. 20: Pres., Lyman Perin; first vice-pres., H. M. Brouse; second vice-pres., R. S. Fitzgerald; sec'y of the board, Elmer H. Heile, treas., B. H. Wess, and executive sec'y, D. J. Schuh. Mr. Perin served as first vice- pres. last year, and Mr. Brouse was second vice- pres. B. H. Wess succeeds Charles S. McGuire, who has retired from the office of treas., but El- mer H. Heile was re-elected as secretary of the board of directors and R. S. Fitzgerald suc- ceeds Mr. Brouse as 2d vice-pres. Directors are: Three years, H. Edward Richter, William G. Stueve, A. M. Braun, E. A. Fitzgerald and El- mer Heile; two years, John E. Collins, Jr., and E. B. Terrill. A building committee is to be organized to see about a new location for the exchange. A resolution was adopted which ends for all time any hope of a reconciliation with the Chamber of Commerce.

OKLAHOMA

Braman, Okla.—The Guthrie Milling Co. is building a feed house, west of its elvtr.

Snyder, Okla.—An effort will be made to or- ganize a farmers elvtr. company at this point.

Frederick, Okla.—W. G. Eady and W. F. Lynch have bot the elvtr. of the Billingslea Grain Co. and will take possession at once.

Hinton, Okla.—We have succeeded the Hinton Milling Co.—Zobisch Grain Co.

Enid, Okla.—Wm. Randels, Ben U. Feuquay, Henry Shaw, T. C. Cones and Willis Johnston and wives, left for a few weeks' sojourn in Cuba, Jan. 15.

Enid, Okla.—The report that Morrison Bros. Flour Mills, of Jefferson, has an export office here is untrue. The company writes that it is a grain office only.

Lucien, Okla.—A. H. Clauseing has bot the elvtrs. of the Wm. Black Grain Co. and the Perry Mill Co. here and will operate them as the Claussing Grain Co.

Mountain View, Okla.—A new co-operative mill and elvtr. will be built at this station this summer, if plans for the organization of a co-operative company materialize.

Hastings, Okla.—A verdict of \$10,000 was given Mrs. W. F. Plowman against the Chickasha Elvtr. Co. for the death of her husband who was hurt on the hand while unloading wheat at the elvtr. The injury later developed into blood poisoning, from which he died. The verdict was for negligence on the part of the defendants.

Blackwell, Okla.—Elvtr. "B" of the Blackwell Milling & Elvtr. Co., containing 3,000 bus. of wheat and 1,000 bus. of corn, burned at 3 a. m., Jan. 9. The fire started in the basement and with the elvtr. shaft acting as a flue, the whole building was in flames almost at once. Some of the grain may be salvaged for feeding purposes, tho badly damaged by water. The elvtr. was a new one, having been built within the last 2 years, to replace one burned in December, 1918.

Goltry, Okla.—The elvtr. of the Farmers Elvtr. Co., containing 12,000 bus. of wheat, burned Jan. 5, at 3 p. m. The fire was due to a defective flue. Insurance on the elvtr. was \$300, on wheat \$26,000. C. W. Chudd, mgr., estimates that the insurance will about cover the loss. Some of the wheat may be salvaged. The elvtr. was covered with galvanized iron sheathing, but it is tho that the flames had been eating their way up the inside of the elvtr. before the fire was discovered. A directors' meeting was being held in the office when the first alarm was given.

OREGON

Eugene, Ore.—The Eugene Grangers Warehouse Co. has increased its capital stock from \$5,000 to \$15,000. The company will enlarge its storage facilities.—C.

Vale, Ore.—C. H. Brown and C. W. Mallett have bot the interests of G. F. Wildhaber and H. R. Dunlop in the Vale Milling & Elvtr. Co. Mr. Brown will be sec'y-treas. and Mr. Mallett vice-pres., Warren Armington remaining pres. and mgr.

PORTLAND LETTER.

The fact that our pres. and mgr., E. Rohlfling has become interested in the Perfection Grain & Milling Co., will not make any immediate difference in the business of our company. The new company has nothing to do with and does not affect our company in the least.—E. Rohlfling Co.

Work on the 1,000,000-bu. municipal elvtr. and other construction activities at the St. Johns municipal terminal which were brought to a halt in December on account of the extreme cold weather, has been resumed in full blast at the terminal, according to the report of G. B. Hagardt, chief engineer of the commission of public docks. All work, he reported is progressing at satisfactory speed. The walls of the operating house have been poured from an elevation 199 to the bottom of the upper belt post, which is 46 in. from the top of the structure. The roof of the operating house is in place. Electric work and installation of machinery have kept pace with the concreting. Plumbing and fire protection piping will be completed before the elevator itself is finished. The office building at the terminal is now complete except for the heating system.—C.

PENNSYLVANIA

Kittanning, Pa.—The old granary of the Wm. Gates Est. has been torn down and a new brick and concrete building, equipped with the best machinery for weighing and elevating grain, has been put up. A chopping mill and a cleaner have been installed.—E. G. Sutherland, Wm. Gates Est. Granary.

PHILADELPHIA LETTER.

T. M. Turnbull, formerly local mgr. for Taylor & Bournice Co., has taken 436 Bourse Bldg. and will conduct a brokerage business, specializing in milling wheat.

H. D. Irwin, 2d vice-pres. of the U. S. Grain Corporation, has succeeded Dan'l Baugh as a director of the Belt Line R. R. He will represent the Commercial Exchange.

Nominations for officers for the Commercial Exchange for 1920 were made Jan. 17, and the following are now in the field. The election will take place Jan. 27: Pres., C. Herbert Bell; vice-pres., Horace Kolb. The following were nominated as directors (six to be elected): Geo. M. Richardson, Robert Morris, W. C. Fehling, Roy L. Miller, Frank M. Rosekrans, Samuel L. McKnight, Geo. M. Warner, Albert L. Hood, David McMullin, Jr., and Geo. Seibert.

Samuel W. Neall, Sr., for many years supt. of the old Washington Elvtr., died Jan. 15, at the age of 73. He began his career as a grain man in June, 1869, when he went to work for the Philadelphia Warehousing & Drying Co. He was still in their employ when the elvtr. was taken over by the Penna. Ry. Co., in April, 1877. He stayed at the old elvtr. till the Girard Point house was built and he was appointed 1st assistant superintendent to Capt. John O. Foering. He was retired on a pension in July, 1914, but kept his interest in grain matters to the last.

SOUTH DAKOTA

Kidder, S. D.—S. Koppang, formerly agt. for the Kidder Equity Exchange, has moved away.

Winner, S. D.—The Rosebud Grain Co. has installed a Trapp Combination Dump.

De Smet, S. D.—The Farmers Co-operative Ass'n will build a new elvtr. to replace the house burned Dec. 27.

Avon, S. D.—The farmers have organized here and are now operating an elvtr. The company has a capital stock of \$10,000.

Sioux Falls, S. D.—We are building an oatmeal factory, with 80,000-bu. storage tanks adjacent to it—Whole Wheat Cereal Co., Inc.

Kidder, S. D.—We have closed our elvtrs. for the season here and at Claremont.—Cargill Elvtr. Co., Minneapolis, Minn.

Miller, S. D.—The Van Dusen Elvtr. Co. let contract to the T. E. Ibberson Co. for extensive repairs and alterations in plant here.

Mitchell, S. D.—A. A. Truax, who has a line of elevators on the C. M. & St. P. Ry., has opened an office in the Western National Bank Bldg.

Pierre, S. D.—We bot the elvtr. of G. W. Van Dusen & Co. last June, but will make no change at present as has been reported.—Rood & Spargar.

Spearfish, S. D.—Miss Maude Toomey, daughter of D. J. Toomey of the Toomey Produce & Grain Co., was killed while making a flight in an aeroplane at Casper, Wyo., Jan. 14.

Lesterville, S. D.—Farmers Exchange Co. incorporated to handle grain, feed and coal; capital stock, \$25,000; incorporators, J. F. Kelde, John Auch and J. A. Pekas. The company succeeds Ed. Freidel.

White Rock, S. D.—We bot the elvtr. of the Monarch Elvtr. Co. and have had it in operation since August. John O. Berglund is buyer for the company.—L. A. Anderson, sec'y-treas., Farmers Elvtr. Co.

Eakin, S. D.—The Persson Grain Co. has let contract to the T. E. Ibberson Co. for a 20,000-bu. elvtr. Materials have been ordered and work will be started as soon as the weather permits.

Carlyle, S. D.—We have bot the elvtr. of the Pacific Elvtr. Co., of Minneapolis. Our company has been organized and incorporated to do business in Norbeck, a new town, about 2 miles east of this city, and we are going to move the elvtr. from here to Norbeck in the spring.—A. W. Sorenson, mgr. Farmers Elvtr. Co. of Norbeck.

Amherst, S. D.—The Farmers Elvtr. Co. has let contract to T. E. Ibberson Co. for a 60,000-bu. elvtr. of 26 bins. Machinery will include 3 legs on top of house, automatic truck, one 25-h. p. and one 10-h. p. Fairbanks Engine for power. The cross working floor will be equipped with cleaning machinery and the heating plant will be in the basement of the 3-room office. Work will be started in March.

Doland, S. D.—The Van Dusen Elvtr. Co. has let contract to the T. E. Ibberson Co. for moving its large elvtr. and warehouse to a new location. Many modern improvements will be installed after the elvtr. is located on the new site.

Volin, S. D.—The Volin Milling Co. will start to buy grain at once. The mill is not to be operated at present, but repairs will be made in the elvtr. machinery and after a year's idleness business will be resumed. Charles Sherdson is mgr.

SOUTHEAST

Roanoke, Va.—We have opened a brokerage business here and deal in grain, hay, feed, etc.—R. P. Albergotti, Albergotti Bros.

Gulfport, Miss.—J. A. Koerner & Co. recently closed their grain warehouse and mixed feed plant here.

St. Petersburg, Fla.—The Neeld-Cordon Co. incorporated by B. C. Neeld, pres.; A. T. Blocker, vice-pres., and Geo. M. Gordon, sec'y.

Columbia, S. C.—The Adluh Milling Co. will increase its capital stock to \$135,000 to provide for the erection of an elvtr. and a 4-story mill.

Dublin, Ga.—The Farmers Co-operative Ass'n has installed a Hall Signaling Distributor in its elvtr.

Gulfport, Miss.—Corso & Runfalo are enlarging their warehouse, remodeling their unloading platform and giving their offices larger quarters.

Feedee, S. C.—Pee Dee Livestock & Grain Co. incorporated; capital stock, \$10,000; incorporators, J. A. Muldrow, O. E. Hedge and F. L. Hulbard.

Gulfport, Miss.—The Harrison County Union Warehouse Co. is planning the erection of a new warehouse, to enable it to handle grain and mixed feeds.

Meridian, Miss.—The elvtr. of the Meridian Grain & Elvtr. Co., burned recently, will be rebuilt at once. The debris is being removed as fast as possible and work will be rushed.

Petersburg, Va.—The Newsom Feed & Grain Co. suffered a fire loss, Jan. 15, when its warehouse burned. The loss on the building was \$10,000 and \$40,000 on the machinery. It was partly covered by insurance.

Front Royal, Va.—Warren Farmers Co-operative Union incorporated; capital stock, \$50,000 maximum, and \$5,000 minimum; J. Marshall, J. K. Marsiowe, S. D. Boyce and others, incorporators.

RICHMOND, VA., LETTER.

M. Long, formerly with W. F. Richardson Co., has succeeded the late W. F. Ferrell as the Saginaw Milling Co. at this market.

A. P. Flournow has opened an office in Mutual Bldg., and will deal in grains on own account. He was formerly mgr. for Adams Grain & Provision Co. and will operate as the Standard Grain Co.

W. F. Ferrell, recently elected vice-pres. for many years a member of the Richmond Grain Exchange, died suddenly, Jan. 5, at home in this city. His death came as a great shock to his many friends who had helped to celebrate the opening of his own company, F. Ferrell & Co., just 4 days before, Jan. 1. For many years he had been Richmond mgr. for the Saginaw Milling Co. at this market. He was popular with all who knew him and his loss is deeply felt. He is survived by his wife and baby.

TENNESSEE

Clarksville, Tenn.—G. C. Lyons has bot interest in the business of E. Hensen and firm will be operated as Hensen & Lyons.

MEMPHIS LETTER.

B. A. Derth has applied for membership in the Merchants Exchange. He is now mgr. of the Clayton-Hughes Co. in the grain and feed department, having formerly been with W. Early Co. in the same capacity.

We have secured the old plant of the Boswell Bag Co., this city, and on March 1, 1920, again be ready for any and all storage of grain products, etc. Our new location consists of 42,000 sq. feet situated on the Illinois Central tracks right in the heart of the wholesale district and an ideal location for the operation of a public warehouse.—Riverside Elvtr. Whse, per J. T. Halbert, Mgr.

Louis E. Davenport will enter the grain brokerage business on his own account Mar. 1 in this office. He has applied for membership in the Merchants Exchange. For some time he has been associated with the Superior Feed

TEXAS

Waco, Tex.—P. C. Williams of Johnson City, Tenn., is now supt. of the Waco Mill & Elevator Co.

Hereford, Tex.—Frank Kell did not buy an elevator here. However, an institution in which a stockholder did buy the elevator.

Ecla, Tex.—Ecla Grain Co. incorporated; capital stock, \$10,000; incorporators R. T. Abernethy, W. E. Cobb and R. S. McConnell.

Sherman, Tex.—The Gladney Milling Co. will build a 7 story reinforced concrete mill building and a 50,000-bu. storage elevator, both to be operated by motors.

Wichita Falls, Tex.—B. B. Bacon has bot our business and will operate the elevator and seed warehouse under the name of J. G. Jones Grain Co.—J. G. Jones Grain Co.

Houston, Tex.—The Houston Mill & Elevator Co. will build a new mill and elevator here. R. S. Terling is pres. of the company, which has been incorporated for \$600,000.

Burleson, Tex.—M. D. Cheshall, pres. of the Burleson Mill & Elevator Co., was recently found dead in his bed when the family called him in the morning. He was 35 years old.

San Antonio, Tex.—On Jan. 10 I became vice-pres. and associate mgr. of The Blue Star Elevator Co. here. V. R. Hood is pres. and is also active in the management.—Douglas W. King.

Houston, Tex.—It is reported that J. Berry Houston, pres. of the Collin County Mill & Elevator Co., of McKinney, will build a large mill and elevator here.

Muleshoe, Tex.—The Huston Hart Lbr. Co. is not handling grain here. We bot the new elevator of the Clovis Mill & Elevator Co. E. P. Rogers and I form the company and operate as the Muleshoe Elevator Co.—Jess Elrod.

Lufkin, Tex.—A fire of unknown origin in a mill building at the rear of our main elevator was discovered about 11 p. m., Jan. 4. South winds swept the flames thru our sheet iron covered building and it was a total loss. We expect to put up a much larger brick and reinforced concrete house and make it as near fireproof as possible. Our loss was partly covered by insurance.—Behannon Bros.

FORT WORTH LETTER.

Fort Worth, Tex.—Simons Grain & Hay Co. incorporated; capital stock \$10,000; incorporators Douglas W. King, J. C. and J. A. Simons, Jr.

Ft. Worth, Tex.—Our officers are J. C. Simons, pres. and mgr.; Douglass W. King, vice-pres. and J. A. Simons, sec'y. Mr. King and Mr. J. A. Simons are not actively connected with the management, being directly interested with the Blue Star Elevator Co. of San Antonio, and the Smith Bros. Grain Co., of this city, respectively.—Simons Grain & Hay Co.

The elevator of the Smith Bros. Grain Co. burned about noon, Jan. 13. All of the men employed were at lunch when the fire started and the first indication that anything was wrong, was when the cupola burst into flames. The loss is placed at \$200,000 and is fully covered by insurance. The company will take care of all business thru the new concrete elevator at Riverside for the present, but will rebuild of reinforced concrete as soon as possible, equipping the new house with every modern device used in the grain trade. About 100,000 bus of grain were burned. Machinery and small buildings of the plant were also completely wrecked by the fire. The books and office records were saved intact. The fire started well up in the elevator, among the machinery and is believed to have been caused by an overheated bearing. The grain which was burned or water damaged consisted of wheat, oats, rye, corn, barley and alfalfa.

UTAH

Ogden, Utah.—The Sperry Flour Mills Co. had a 3 days' celebration when it opened its new plant here, Jan. 8.

WASHINGTON

Kelso, Wash.—The Grange Warehouse Co. has elected officers. Charles Marsh is sec'y-treas.—C.

Walla Walla, Wash.—Lowden Jones, a nephew of one of the founders of the Scott Jones Co., has bot an interest in the business.

Walla Walla, Wash.—Lasater Bros. Co. incorporated; capital stock, \$90,000. Fred W. and W. H. Lasater and P. H. Williams, incorporators.

Tacoma, Wash.—A Grain Exchange has been organized here by the members of the grain trade and was put into operation Jan. 1. Officers are F. B. Burke, pres.; P. S. Brown, sec'y-treas., and L. M. Daniel, mgr. H. B. Clark, Wm. Irons, C. E. Carran, John B. Stevens, Fred Kenwoerhy, W. A. Farr and F. W. Chovil, directors.

WISCONSIN

Elmwood, Wis.—Farmers Elevator & Implement Co. incorporated; capital stock, \$60,000.

Boyceville, Wis.—E. O. Wright and A. Heinsch are interested in the building of an up-to-date elevator here in the spring.

Clear Lake, Wis.—Anderholm Bros. have moved their headquarters to this city. They will also operate an elevator at Burkhardt.

Lewiston (Portage p. o.), Wis.—The American Society of Equity will start work on the erection of an elevator here Mar. 1. It will cost \$10,000.

Medford, Wis.—A 40-h. p. feed mill has been installed in the elevator of the Medford Co-operative Co. The entire plant will be run by electricity.

Prairie du Chien, Wis.—The old Hunting Elevator has been bot by J. H. Zimmerman, who will tear part of it down and use it for the Co-operative Chemical Co.

Lena, Wis.—We have completed the repairs on our small elevator. We raised the house 3 ft. and put in a 12-in. concrete wall, 6 ft. deep, cementing the floor of the basement. We also installed a 10 h. p. motor in our big elevator.—J. N. Bassett.

Ashippun, Wis.—The elevator at this station operated by the Milwaukee Elevator Co., a subsidiary of the Armour Grain Co., burned Jan. 3. The house contained a few bus. of grain and will not be rebuilt. The loss on the building was \$12,500 and on the contents, \$7,000. Insurance was \$10,000.

Sawyer, Wis.—We have recently installed a 7½-h. p. electric motor in our elevator, formerly the Lyons Elevator, and we find this to be the cheapest from every viewpoint. We are also using a motor in our Sturgeon Bay elevator, formerly belonging to the Door County Seed Co. We find we can operate more easily and more quickly and under considerable less expense than the gasoline engines, and also eliminate all the trouble that naturally comes from using gasoline engines, especially in cold weather.—The Farmers' Company, P. O. Stram, sec'y, Sturgeon Bay.

MILWAUKEE LETTER.

We have sold our elevator here.—D. V. Hales, Interstate Malt Co.

R. C. Jones, who has been connected with the Rialto Elevator Co. at this market, has gone to Algona, Ia., to take charge of the office of the Flanley Grain Co., of Sioux City, at that point.

We have recently installed a private wire from the home office at Milwaukee to Des Moines, Mason City and Fort Dodge and will extend the wire to the Sioux City office shortly.—Taylor & Bournique Co.

Erwin H. Saeger, who died Jan. 5, was one of the younger grain men at this market. At the time of his death he was with the Taylor & Bournique Co. and previous to that, had been Chicago mgr. for the Lyman-Joseph Grain Co., having full charge of the elevators there. He was a member of the Chamber of Commerce. Death was due to influenza superinduced by a nervous breakdown. He was 25 years old and is survived by his widow and one daughter.

No. 4 Wheat Where No. 3 Was Expected.

Derby Grain Co., Topeka, Kan., plaintiff, v. Ellsworth Mill & Elevator Co., Ellsworth, Kan., defendant, before Arbitration Com'te No. 1 of the Grain Dealers National Ass'n, composed of C. D. Sturtevant, Geo. P. Bissell and J. R. Murrell, Jr.

Defendant sold plaintiff on Jan. 2, 1919, "5 cars hard wheat, twenty days shipment, 20c over Government price, basis Kansas City." There is no controversy about the terms of this contract.

Jan. 16 plaintiff wrote defendant as follows: "We have your invoice on cars 4034 and 27902. We note you are invoicing this wheat as No. 4 at 20 cents over the government price. Now, there is a question in our mind whether our mill here will use No. 4 wheat at all, as when we sold them this wheat we supposed it was at least No. 3 wheat. Of course, we are willing to take the wheat if we can get our mill to take it.

Another thing that we don't understand is how we should apply No. 4 wheat compared with No. 3. We presume it would have to be worked at the market difference as we have never known a fixed price or fixed discount on No. 4 wheat.

The mill that we sold this wheat to haven't been using any No. 4 wheat at all, and we certainly trust that when this grain gets here, it will grade at least a No. 3. Will take the matter up with you, however, just as soon as the grain arrives."

Jan. 18 when the first cars arrived and graded No. 4 hard, plaintiff wired defendant they could not use the wheat, because their customer would not accept No. 4 hard. Defendant did not reply. Jan. 20, after a 'phone conversation, resulting in refusal of defendant to give disposition, plaintiff sold the wheat at \$2.20 Kansas City and wired defendant that their contract was cancelled.

The plaintiff was duly notified on Jan. 16 by defendant's invoices that No. 4 hard wheat was being shipped to apply on contract, as per plaintiff's letter quoted above, and at that time it should have decided whether or not it wished to accept same. It was then its duty either to notify defendant that the wheat was refused or to have agreed with it upon a basis of discount. If it had refused the wheat defendant could then have elected to sell it and bring proceedings for the loss, if any, or they could have shipped other wheat to apply on contract, as it still had six days to run.

Defendant is not responsible for plaintiff's contract with its customer and as plaintiff chose to take this chance, and then found it could not apply the wheat, it must assume responsibility for the resulting loss. It cannot shift the burden of the result of its negotiation with an unknown third party to the defendant.

It is the opinion of the Com'te that as no grade was specified in the contract, any hard wheat was applicable at the market difference. While it is true that the Food Administration Grain Corporation did not fix a price on No. 4 hard wheat during this period, it is also true that they were buying No. 4 hard and lower grades on the open market and were prepared at all times to accept same at prevailing discounts. If plaintiff had required No. 3 hard or better, they should have so specified at the time they made the contract. The question, however, as to whether or not No. 4 hard wheat was applicable on this contract is largely technical and has little bearing on the case. If it was applicable, plaintiff is liable for defendant's loss; if it was not applicable plaintiff should have refused payment of defendant's drafts, thus forcing it to make other disposition of the No. 4 hard wheat and giving it six days to make shipment of No. 3 hard or better to fill the contract. The presumption is that defendant would have sold its No. 4 hard and bought No. 3 hard or better at prevailing market difference, which would be the same as the discount to be charged if the wheat was applied on contract, and the result, therefore, is the same in either case.

We find for defendant and direct plaintiff to pay \$468.60, the amount of its counter-claim, and the costs of these proceedings.

M. BERKENHEIM, pres. of the Foreign Bureau of the Russian Co-operative Union, says that tremendous stocks of wheat, cereals and flax which have accumulated for several years, in addition to the large crop of 1919, are now ready to be moved. Surplus stocks of grain are situated in regions of Ekaterinoslow, Kherson, Tabris and Kuban and also in the regions of Vologda and Siberia. The crops in the last two regions of Vologda are sufficient for the needs of the Russian population while the crops from the first four regions are available for export to the Black Sea ports of Odessa.

Arkansas Grain Co.

The Arkansas Grain Co.'s plant of Stuttgart, Ark., although owned by practically the same men as the Hayes Grain & Commission Co., Little Rock, is a separate organization with its own set of officers.

The picture reproduced herewith represents only part of the plant of the Arkansas Grain Co., which consists of a 15,000 bus. elevator, 150 bbls. corn meal mill, a 75 bbls. flour mill and a warehouse accommodating 20 cars. The plant is electrically operated and equipped thruout with the modern grain handling and milling machinery, and located on the Rock Island and Cotton Belt tracks.

The officers of the Arkansas Grain Co. are: James Thomas, Pres.; C. E. Hayes, Vice-Pres.; J. C. Searan, Sec'y, and Floyd Searan, Treas.

Destination Weights Shipper's Loss.

Blue Star Elevator Co., San Antonio, Tex., plaintiff, vs. The A. H. George Co., Meridian, Miss., defendant, before Arbitration Com'te No. 3 of the Grain Dealers National Ass'n, composed of S. L. Rice, Frank A. Coles and Thos. R. Craft, Jr.

Plaintiff's purchase covers one car of corn, destination grades and weights.

There is no dispute as to these terms, and, as car shows shortage from shipped weight, the com'te finds that settlement is due basis of the terms of the contract, and therefore finds for the plaintiff the sum of its claim, \$157.60, which is the loss of the shortage in question. The defendant's argument that its seller can prove the quantity of corn in the car before it reached its destination has no bearing whatever on the case. The terms of the contract are plain and must be lived up to by the defendants. Defendants to pay the cost of arbitration.

THE "EMPIRE GAZETTE" is a bright sheet put out by the Empire Grain & Elevator Co., of Binghamton, N. Y., to cheer up its friends. The current issue contains New Year's greetings from the staff.

Sudan Grass.

Of the many new grasses introduced into the United States, Sudan grass is one of the few that have sufficient merit to become a permanent addition to our agriculture. It was introduced by the U. S. Dept. of Agriculture in 1909 and in Kansas alone there is 30,000 acres grown annually.

Considered from almost any angle Sudan grass is preferable to millet. Cattle, horses and sheep eat the hay greedily and there is very little waste in feeding. It is especially valuable in feeding work horses. Sudan grass will support a larger number of cattle and hogs during the hot weather of summer than any other grass available to the Kansas farmer. Sudan grass in Arizona will maintain 20 sheep per acre continuously for 100 days.

B. L. Morris of Lubbock, Tex., pastured 32 hogs and an equal number of pigs and two milk cows on five acres of Sudan grass from May 1 until fall. The grass grew so rapidly that Mr. Morris was compelled to turn in 8 head of cattle every few days to eat it down. In four days after placing his milk cows on the Sudan grass they nearly doubled their output of milk.

Sudan grass is a member of the sorghum family. It has a much finer leaf and stem than the cultivated sorghums. It is an annual and has no root stocks. It is a native of North Africa, where it is cultivated under the name "garawi."

The quantity of seed to sow per acre will vary with the rainfall, 15 to 20 lbs. where light rainfall and 20 to 25 lbs. where good rainfall. The average yield of seed per acre is 150 lbs. in Kansas; on rare occasions 500 lbs. Good seed weighs 40 lbs. to the bushel and it keeps better in storage than the ordinary sorghums.

Hay of Sudan grass is similar in composition and feeding value to that of timothy, millet or sorghum hay.

Like sorgo and millet Sudan grass can be planted in Kansas any time from May 15 to July 15 on land where corn, kafir or small grain crops have failed. It is a dependable

hay crop in the western uplands where it is too dry for alfalfa, clover or timothy.

The price of good germinable Sudan grass seed runs about 10 to 12 cents per lb., retailing the grower at least 8 cents a pound. At Kansas City, Mo., during January, 1920, the seed has been selling around \$9 to \$11 per 100 lbs. in carload lots.

The Terminal End of the Grain Business.

(From an address by B. F. Benson before South Dakota Farmers Grain Dealers Ass'n.)

In our Pioneer Days, a few men with foresight saw great opportunities in the great water power of St. Anthony Falls. They also had faith in the future development of the great Northwest and much credit is due to the Washburns, Pillsburys and Crosbys for the large part they played in the development of Minneapolis as the greatest milling center of the world. You may travel east, west, north or south, or to any other nation and you will find Minneapolis flour advertised and sold.

Several million bushels of wheat has been imported this past year from across the Canadian boundary and only recently, a farmer told me that near his town the Canadian farmers were shipping their wheat from thirty to forty miles to the line and then hauling it across. He states that many of them claimed they received as high as \$1.00 a bushel more for their wheat in this country than they were paid locally. You, of course, realize that there is a scarcity of choice milling wheat in the Northwest. The Minneapolis market has ground more winter wheat this year and a lot of wheat from Nebraska has come to the Minneapolis market.

The storage capacity of Minneapolis elevator aggregates 55,000,000 bus. A portion of this capacity is owned by the millers, but the great bulk is owned by our terminal elevator operators who buy your grain and very often clean and condition it. These terminal operators supply their interior country mills with a large portion of their milling wheat. They also merchandise, selling for export. Last year we needed adequate storage facilities at our terminal markets as our capacity was well filled and cars were held on track due to the fact that these great terminals were filled. With all of these interests, the millers, the terminal operators, the merchandisers and exporters in our market producers receive the benefit of real competition and efficient service.

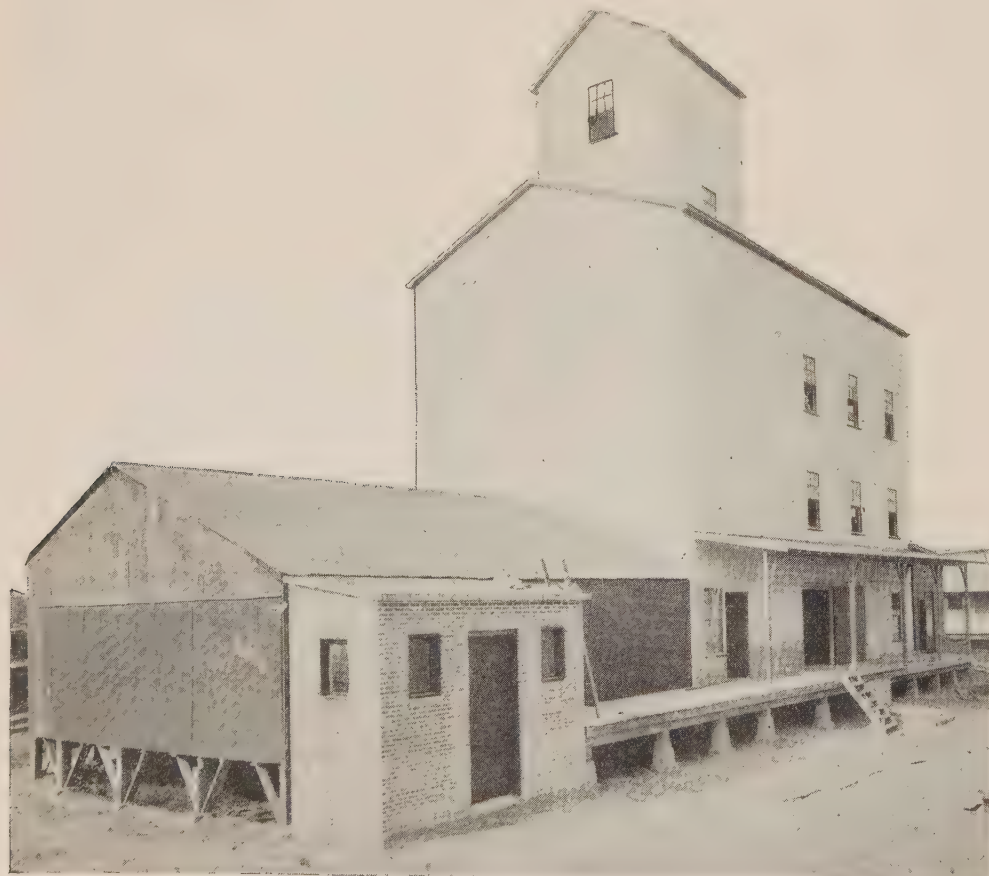
The grain movement of the independent and farmers elevator companies is financed by the commission merchants of Minneapolis and Duluth. In no other markets are lines of credit extended in such large volume as in these two markets. I believe it is a safe statement that during the past two years of abnormal high prices close to fifty million dollars have been extended in open lines of credit from these two markets to independent grain dealers in the Northwest. It is remarkable how few losses have been incurred. This surely speaks well for the honest and efficient management of country elevators.

Our Exchange receives quotations from all leading grain exchanges of the country and cables at considerable cost. These and our own quotations go to the newspapers by wire without any expense so that when you receive your daily paper, you may know the market on all grain at the terminals.

The Minneapolis Chamber of Commerce is jointly interested with the jobbers and manufacturers of Minneapolis in what is known as the Minneapolis Traffic Ass'n. Our Traffic Manager, Mr. W. P. Trickett, is considered one of the most competent traffic men in the country. Very often tariffs are published by the carriers that vitally discriminate against our market and it is the function of our traffic organization to protest these tariffs and seek relief before the proper tribunals.

You will remember when General Order No. 28 was put into effect, making a horizontal increase of 25%. The coarse grain rate was also advanced to equal wheat and flour rates, or an increase on coarse grain of 66 2-3%. This rate placed the Minneapolis market at a tremendous disadvantage. Our market made a most vigorous protest and asked for relief. I want to state here and now that the splendid assistance that we received from your State Ass'n, your Railroad and Warehouse Commission and your representatives in Congress was of great value and assistance and we finally received some transit concessions, which placed our market in about the same relative position to other markets as before this order went into effect.

It was a fine tribute Mr. Hoover paid the farmers and the grain dealers of the country when he said in substance that the great work of the United States Food Administration could never have been accomplished if it had not been for the co-operation of the producers and of the organized grain trade throughout the country. It was most fortunate that such a great executive as Herbert Hoover and no less a man than Julius Barnes were selected for this tremendous task.



Arkansas Grain Co.'s Plant at Stuttgart, Ark.

Seeds

NEW YORK, N. Y.—Ingemann, Christensen Co. have removed from Chicago to this city.

LAKEWOOD, O.—The Lakewood Seed Co. has been incorporated with a capital stock of \$10,000.

EMMETSBURG, IA.—J. C. Eldridge has taken the position of manager for the Emmetsburg Seed Co.

MANILLA, IND.—Crop of clover poor in 1919. Shipping in clover for seed.—J. G. Fox, Mull Grain Co.

DALLAS, TEX.—The Texas Seed & Floral Co. has retired from the seed business according to W. E. Nelson.

OWENSBORO, KY.—The Lancaster-Smith Seed Co. has been formed by R. L. and W. D. Lancaster and Thomas Smith.

DUNKIRK, N. Y.—The Atlas Seed Co. has been incorporated with \$20,000 capital stock by F. S. and A. D. Stegelske.

ARLINGTON, IND.—The clover crop of this vicinity was poor in 1919. We are shipping in clover for seed.—R. M. Hutchinson.

AUGUSTA, GA.—The ownership of the Alexander Seed Co. has passed over to A. C. Hathaway, W. R. Jones and T. D. Jones.

ST. LOUIS, MO.—The Merchants Exchange Committee on Seeds and Castor Beans for the ensuing year has Adolph Corneli as chairman.

FT. WAYNE, IND.—Henry B. Wiesner has sold his interest in W. D. Henderson & Co. and gone with the Continental Seed Co., of Chicago, Ill.

HUNTINGTON, IND.—E. T. Wood of Waggoner Bros. says there is not enough clover in the country for seed. They are shipping it from Chicago.

SANDUSKY (GREENSBURG P. O.), IND.—The clover crop in this vicinity was poor in 1919. Elevators are shipping in clover for seed this year.—C. J. Warneke.

CHINOOK, MONT.—The Commissioners of Blaine County have bot 9,000 bus. of seed wheat now in store at Harlem and will buy three cars at Minneapolis, Minn.

INDIANAPOLIS, IND.—The Lancaster-Smith Seed Co. opened for business on Jan. 12. The new company will handle prepared feed and a general line of field and garden seeds.

GREAT FALLS, MONT.—The Rocky Mountain Elevator Co. has bot 120,000 bus. of seed wheat at Calgary, Alberta, to be sold to the farmer at \$3.75 at the elevator next spring.

PORTLAND, ORE.—To keep pace with and facilitate the tremendous increase of its business, the Portland Seed Co. has increased its capitalization from \$300,000 to \$400,000.—C.

LEBANON, IND.—Clover crop in 1919 was poor, but there is enough to take care of those who want seed. There have been numerous requests of the elevators this year by local customers for soy beans.—Wm. Means of the Boone Grain & Supply Co.

Imports and Exports of Seeds.

November imports and exports of seeds compared with November, 1918, and for the 11 months ending November, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.		11 mos. ending Nov.	
	1919.	1918.	1919.	1918.
laxseed, bus.	2,142,253	540,123	12,567,959	12,533,912
astor beans, bus.	240,052	2,608	1,113,012	571,523
ed clover, lbs.	911,700	.....	5,532,087	884,786
ther clover, lbs.	1,780,849	639,504	15,776,302	8,009,789
ther grass seed, lbs.	2,273,143	475,424	12,666,818	5,751,141
ugar beet, lbs.	1,836,204	300	7,683,172	4,194,698
EXPORTS.				
laxseed, bus.	.....	.....	11	851
loverseed, lbs.	30,050	.....	73,493	76,327
ther grass seed, lbs.	.....	1,656	19,208	95,287

LOS ANGELES, CAL.—The Aggeler & Musser Seed Co. has recently leased a large warehouse in this city. It also will erect a mill building where they will install seed cleaning machinery.

CHICAGO, ILL.—On Jan. 8 the American Mutual Seed Co. suffered a \$40,000 loss by fire. The loss was confined to the buildings containing the seed cleaning machinery. The plant did not close.

KANSAS CITY, MO.—The receipts of kafir corn at this market during December, 1919, were 2,150,500 bus. as compared with 1,369,000 bus. in December, 1918.—E. D. Bigelow, sec'y Board of Trade.

EAST ST. LOUIS, ILL.—There is a surplus in this locality of medium red clover. Of this the new crop is about one-third to one-half of what it was last year and the quality is not nearly so good.—Reynolds Seed & Commission Co.

BINGHAMTON, N. Y.—The Stanford Seed Co., Inc., has registered the words Liberty S. S. Co. as its trademark No. 121,646. The word Liberty is written in a half circle and the word Co. written with the "O" inside the "C" is below. It is designed with a letter S worked on each side of the C.

REPRESENTATIVE REDDICK of Montana has introduced a bill in congress which authorizes a \$4,000,000 appropriation which is to be loaned to farmers in amounts up to \$400 for the purchase of seed. The farmer's crop will be the security for the loan. This will also be a great help to the many farmers in the northwest who are practically bankrupt on account of drought the last two years.

LOS ANGELES, CAL.—The receipts of seeds at this market during December were 380 cars milo maize, 5 cars kafir corn, and 5 cars Egyptian corn as compared with 200 cars milo maize and 6 cars of Egyptian corn in December, 1918. The total receipts for the year 1919 were 668 cars milo maize, 7 cars kafir corn and 27 cars Egyptian corn as compared with 487 cars milo maize, 9 cars kafir corn and 48 cars of Egyptian corn in the year 1918.

OKLAHOMA CITY, OKLA.—There were 1,440,000 acres of kafirs harvested in this state during the year 1919 compared with 1,800,000 acres harvested in 1918. The yield was 23 bus. per acre in 1919, compared with 10 bus. per acre in 1918. There were 137,000 acres of broom corn harvested in the year 1919, compared with 140,000 acres in 1918. The yield per acre in 1919 was .196 tons as compared with .115 tons per acre in 1918.—Co-operative Crop Reporting Service for Oklahoma.

TORONTO, ONT.—Buckwheat has turned out a fairly good crop as regards yield and quality. The acreage of beans has shrunk considerably and the yield per acre has been light. Clover seed yield is light but the sample is generally of good quality. There are a few complaints of injury from midge. Sweet clover was a fair crop for seed, considerable of which was saved. The yields of seed for 1919 in Ontario were: Buckwheat, 4,071,959 bus.; beans, 288,480 bus., and flax, 129,461 bus.; compared with 4,597,990 bus. buckwheat; 1,387,834 bus. beans and 196,221 bus. flax in 1918.—W. O. Galloway, District of Statistics and Publications, Ontario Department of Agriculture.

TOLEDO, O.—Clover seed dealers, listen. Crop is short but what will the demand be? Supply and demand decide the price. Most Ohio and Indiana dealers have been bullish and fortunate. They have been the chief longs. Some have realized handsome profits. Some have sold seed to farmers on present basis. Farmers and some new spenders like high prices. Present prices are not unreasonable compared to many other farm products and other commodities including labor. Will the demand be restricted in your section? Eastern farmers are not as prosperous as their western brethren. Don't be a hog. Accept fair profits. Short crops occasionally have long tails.—C. A. King & Co.

PORTLAND, ORE.—An Oregon corn show will be held in Portland next fall, opening on the first day of the Pacific International Livestock Ass'n meeting to maintain the exhibit of products for 60 days as a means of educating the public on the advancement of corn growing in Oregon. There will not be less than \$1,000 in cash prizes.—C.

LANSING, MICH.—In this state buckwheat is only a catch crop, being used as a substitute for those crops which for some reason could not be planted in season. In 1919 the planting conditions were more favorable than any time in recent years, so there was less need for substitution and therefore there was less buckwheat grown than in any year since 1905. The average yield thru the state was 13.8 bus. per acre. The total crop was 662,000 bus. The acreage in beans is 40% less than last year. The yield tho, increased from 9 to 13 bus. per acre. The total crop was 4,030,000 bus. Clover acreage in this state is much less than usual with a total acreage of 72,000 acres, giving a yield of 101,000 bus. This is 18,000 bus. less than production in 1918. Thrashermen report the seeds thrashed up to and including Dec. 27, buckwheat 214,498 bus., timothy 2,871 bus., clover seed 64,275 bus., beans, 3,031,039 bus., and peas 269,650 bus.—Michigan Co-operative Crop Reporting Service.

From the Seed Trade.

OLIVIA, MINN.—Very little clover has been hulled here. Other small seeds were 50 per cent of a crop.—Renville County Pure Seed Co.

PONTIAC, MICH.—Michigan is rated the third largest producer of clover seed under normal conditions, Indiana and Ohio leading. This year the government places us third, Wisconsin and Illinois leading. The last two seasons our crop has been very small, less, we believe, than either state or national estimates. We are buyers in a wide territory, drawing our supplies from local shippers and on basis of crop estimates should have had at least double the amount of seed offered that we have had. Usually a prominent producer of alsike, the state the past season had considerable less than half of the usual supply. There is never much timothy seed threshed in this state and practically none of any of the other grasses. We estimate the state will as usual import all of its timothy, three-fourths of the alsike and half of its clover seed requirements. Oats suitable for seed are very scarce, and practically no barley. The state is well supplied with seed corn. Michigan grown white blossom sweet clover is famous for its high purity and excellent germination. Of this, there will be a small surplus. Practically no alfalfa seed is produced in the state. Winter vetch is in exceedingly light supply. Canada peas were nearly a normal yield, but acreage light. The upper peninsula produced some very fine spring wheat, though in limited quantity.—The C. E. DePuy Co.

AN EMBARGO was placed on Mexican corn Jan. 17. On that date 25 cars were refused passage into the United States at Eagle Pass.

SEED WANTED

OATS

—Fancy Yellow and White

BARLEY

—Beardless and 6 Row

WHEAT

—Marquis

SEND SAMPLES

CONTINENTAL SEED COMPANY
230 So. La Salle St., CHICAGO, U. S. A.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. & A. in Sup. 4 to 1570-F gives rules governing milling, malting and transit privileges on grain, grain products and seeds at C. & A. stations, effective Dec. 22.

C. & A. in Sup. 5 to 1570-F gives rules governing milling, malting and transit privileges on grain, grain products and seeds at stations on the C. & A., effective Jan. 16.

C. I. & L. in Sup. 4 to 520 gives local, joint, proportional and reshipping rates on grain, grain products and grain by-products from C. I. & L. stations to points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., & Wis., effective Dec. 19.

C. I. & L. in Sup. 7 to I. C. C. 3796 gives local, joint, proportional and reshipping rates on grain, grain products and grain by-products from C. I. & L. stations to points in Ill., Ind., Ia., Ky., Mich., N. Y., O., Pa., W. Va., & Wis., effective Dec. 31.

C. I. & L. in Sup. 12 to I. C. C. 3785 give local, joint and proportional rates on miscellaneous commodities from C. I. & L. stations to points in Ill., Ind., Ia., Ky., La., Mich., Mo., N. Y., O., Pa., Tenn., Va., W. Va., and Wis., effective Dec. 31.

A. T. & S. F., G. C. & S. F. and K. S. in Sup. 3 to 7481 gives joint freight tariff on grain products and seeds from stations in Colo., Kans., Mo., and Okla., also Superior, Neb., to points in Ala., Ark., Kan., La., Mo., Miss., Okla., Tenn., and Tex., effective Dec. 31.

C. I. & L. in Sup. 10 to I. C. C. 3789 gives joint and reshipping rates on grain, grain products and grain by-products from C. I. & L. stations to points in Conn., Del., D. C., Me., Md., Mass., N. H., N. J., N. Y., Pa., R. I., Vt., W. Va., and points in Canada.

C. B. & Q. in Sup. 1 to C. B. & Q. I. C. C. 12873 also C. B. & Q. G. F. O. 5100-C gives commodity rates on live stock, lumber and articles taking same rates or arbitraries higher, flaxseed, grain, grain products and articles taking same rates, coal and coke, effective Feb. 15.

C. B. & Q. in Sup. 51 to C. B. & Q. G. F. O. 37-1 and Q. O. & K. C. 1205-L gives local, joint and proportional freight tariff on grain, grain products, flaxseed, hay, etc., from Kansas City, Mo., Atchison, Kan., etc., to Metropolis, Ill., Paducah, Ky., etc., effective Dec. 31.

C. R. I. & P. in Sup. 12 to 29600-B gives local, joint, and proportional rates on classes and commodities between Missouri River stations and stations in Mo., as shown in Part 2 of tariff and stations on C. R. I. & P. and connections in Ia., Minn. and S. Dak., effective Dec. 31.

C. B. & Q. in Sup. 4 to G. F. O. 1921-F gives rates on and rules governing carload freight between industries, etc., on C. B. & Q. R. R. tracks at Chicago, Hawthorne and Clyde, Ill., stations and junctions of connecting lines, also from one location to another on the C. B. & Q., effective Dec. 30.

Erie in Sup. 6 to I. C. C. A-5816 gives local, joint and proportional rates on grain, grain products and grain by-products from Chicago, Englewood, and Pullman Jct., Ill., also Hammond, Highlands and Saxony, Ind., to points in Ind., Ky., Mich., N. Y., O., Pa., and W. Va., effective Dec. 30.

C. B. & Q., Q. O. & K. C., R. L. & N. and T. & N. in Sup. 27 to C. B. & Q. F. O. 3662-F, and to Q. O. & K. C. 186-E, issue grain and seed circular giving regulations in grain, grain products, seeds, etc., traffic, including general arrangements for stopping in transit to shell and clean, etc., effective Dec. 31.

C. R. I. & P., in Sup. 6 to 28075-C, gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal and seeds between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations taking the same rate as shown on pages 12 to 21, inclusive, of tariff, also stations in Colo., Ill., Ia., Kans., Minn., Mo., Neb., Okla. and S. Dak., and stations in Colo., Kans., Neb., N. Mex., Okla. and Texhoma, Tex., effective Dec. 31.

C. & E. I. in Sup. 12 to 8650 gives joint and proportional rates on grain, grain products and grain by-products also cotton seed, cotton seed ashes and cotton seed hull bran from C. & E. I. stations to points in N. Y., O., Pa., W. Va., and the Dominion of Canada shown in tariff as amended, effective Jan. 12.

C. R. I. & P. in Sup. 7 to 19687-K gives joint and proportional rates on grain, grain products, seeds, hay and broom corn from Mo. river stations and other stations in Ill., Ia., Minn., Mo., and S. Dak., on the C. R. I. & P. to Miss. river points and stations in Ala., Ark., Fla., La., Miss., and Tenn., effective Dec. 31.

C. B. & Q., Q. O. & K. C., R. P. L. & N. and T. & N. in Sup. 26 to C. B. & Q. G. F. O. 3662-F and Q. O. & K. C. 186, issue grain and seed circular giving regulations on grain, grain products, seeds, etc., traffic, including general arrangements for stopping in transit to shell clean, etc., effective Dec. 31.

A. T. & S. F., G. C. & S. F. & K. S. in Sup. 3 to 5588-K gives local, joint and proportional rates on grain, grain products and grain by-products between points in Kans., Colo., Mo., and Okla., also Superior, Neb., and Joplin, Mo., and points in Ill., Ia., Kan., Mich., Minn., Neb., Okla., and Wis., effective Dec. 31.

C. R. I. & P. in Sup. 1 to 31408 gives local, joint and proportional rates on grain, grain products and seeds from stations in Colo., Kan., Mo., Neb., N. Mex., and Okla., also Council Bluffs, Ia., to Memphis, Tenn., New Orleans, La., and stations in Ala., Ark., La., Miss., reductions effective Jan. 6, others, Feb. 5.

Erie in Sup. 16 to I. C. C. A-5603 and C. R. C. 223 gives local joint and proportional freight rates on grain, grain products and by-products from C. & E., Erie, L. A. & S., P. L. & W., and Y. & O. R. to eastern cities reached via the Erie and other fast freight lines named in tariff, also Atlantic seaports for export, effective Dec. 31.

C. B. & Q. in Sup. 31 to G. F. O. 6786-D gives local, joint and proportional rates on grain and grain products from stations on the C. B. & Q. and C. A. & D. K. in Ill., also Miss. River points, Dubuque, Ia., to Louisiana, Mo., inclusive to Cairo, Metropolis, Mounds, Ill., Evansville, Ind., Cincinnati, O., Paducah, Louisville, Ky., etc., effective Feb. 17.

Erie in Sup. 17 to 155-D gives local, joint and proportional rates applying on grain, grain products and grain by-products from Erie, L. A. & S., P. L. & W., and Y. & O. R. to eastern cities reached via Erie and other fast freight lines named in tariff, also Atlantic sea-board ports for export, effective Jan. 26, except on traffic on non-federal controlled lines when effective Feb. 17.

Erie in Sup. 15 to I. C. C. 5603 and to C. R. C. 223 gives local, joint and proportional rates applying on grain, grain products and by-products from Chicago, Ill., and stations on the C. & E., Erie, L. A. & S., P. L. & W. and Y. & O., to eastern cities reached via the Erie, and other fast freight lines named in tariff also Atlantic seaboard points for export, effective Dec. 30.

C. R. I. & P. in Sup. 8 to 13207-G gives joint proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale (K. C., Kan.), Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, So. Omaha, Neb., and St. Joseph, Mo., to stations in Ill., Ind., Ia., Mich., and Wis., to stations in Ill., Ind., Ia., Mich., and Wis., on connecting lines, effective Dec. 31.

C. B. & Q. in G. F. O. 1218-D, gives local and joint rates on grain, grain products, etc., from C. B. & Q. stations, Cairo, Metropolis, Ill., Evansville, Ind., Memphis, Tenn., New Orleans, La., and stations taking same rates or arbitraries higher named in this tariff, also Port Arthur, Port Bolivar, Galveston, Texas City, Tex., New Orleans, Southport, Westwego, Chalmette, La., Pensacola, Fla., Mobile, Ala., Gulfport, Miss., when for export, effective Dec. 30.

C. B. & Q. in Sup. 1 to C. B. & Q. I. C. C. 12955 gives local and joint freight rates on grain and grain products, etc., from C. B. & Q. stations in Kans., Neb. and Colo. to Cairo, Metropolis, Ill., Evansville, Ind., Memphis, Tenn., New Orleans, La., and stations taking same rates or arbitraries higher named in tariff, also Pt. Arthur, Pt. Bolivar, Galveston, and Texas City, Tex., New Orleans, Southport, Westwego and Port Chalmette, La., Pensacola, Fla., Mobile, Ala. and Gulfport, Miss., when for export; effective Dec. 30.

E. B. Boyd, agent, Western Freight Tariff Bureau, in Sup. 24 to 1-N gives rules, regulation and exceptions to classifications on the A. & S. F. C. & A., C. & N. W., C. B. & Q. C. G. W., C. M. & G., C. M. & S. P., C. & S. L., C. R. I. & P., C. S. P. M. & O., J. & E. F. D. D. M. & S., G. N., I. C., C. S., M. & S. L., M. S. P. & S. S. N., M. T. L., M. P., N. Y. C., N. P., Q. O. & K. S. L. & S. F., U. P., and Wabash, effective Dec. 31.

C. R. I. & P. in Sup. 10 to 29329-C gives local joint and proportional rates on grain, grain products and seeds between Albright, Ne. Armourdale (K. C., Kan.), Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., So. Omaha, Neb., Sugar Creek, Mo., and stations in Ia., Kan., Mo., and Neb., on C. R. I. & P., C. B. & Q. and M. P., and stations in Ill., Ind., Ia., Minn., Mo., S. Dak., and Wis.; effective Dec. 31.

C. R. I. & P., in Sup. 8 to 10389, gives local joint and proportional rates on grain, grain products and seeds between St. Louis, Mo., St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations in Ill., Ia., Minn., Mo., and S. Dak., also Armourdale (K. C., Kan.), Atchison, Kan., Leavenworth, Kans., also on grain and grain products, carloads from stations in Ia., Minn. and S. Dak., to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined south of eastern and Carolina territories, effective Jan. 17.

Buyers Must Respond to Bank's Notification.

Wickens Grain Co., Inc., Lansing, Mich., plaintiff, vs. Murphy Grain Co., Springfield, Ill., defendant, before Arbitration Committee No. 5 of the Grain Dealers National Ass'n, composed of S. L. Rice, Frank A. Coles and Thos. C. Craft, Jr.

In this case the plaintiffs seek to recover \$199.96 alleged to be due on account of buying in a car of corn to cover contract which they had with the defendants. Evidence shows that the defendants shipped a car of corn to the plaintiffs same being sold on sight draft terms, and that they sent the regular channels a sight draft with B/L. The bank in the plaintiffs' town notified plaintiffs that this draft had been received by them but plaintiffs claim that they could not connect it with any shipments which they had coming, because the draft was signed W. T. Miller, and thought the notification was in error.

The car in question went thru to destination and was attached by a third party, so that it could not be delivered to the plaintiffs. Inspection, however, of the draft, which was drawn by the defendants, shows plaintiffs that the draft had printed on the head of "Murphy Grain Co., Inc." and was presented thru the bank requested by the plaintiffs. The plaintiffs had an invoice showing the amount due on the car, which was the same amount as the face of the draft, and it seems to them they were negligent in not ascertaining fully what the draft was for, and if they had gone to the bank to inspect the draft and B/L, they would have no excuse for not knowing it was drawn by the defendants. If, in other words, the plaintiffs had exercised reasonable care the draft would have been paid according to the terms of contract, and the car would not have been attached.

We therefore dismiss the case against the defendants, and order that the plaintiffs shall pay the costs of arbitration.

THE CANADIAN COUNCIL of Agriculture on Jan. 6 resolved to continue national marketing of Canadian wheat as long as countries that import Canadian wheat retain government control over their imports and distribution.

THE ENTIRE flax output of Lithuania, Letland and Estonia will be sold by the National Metal and Chemical Bank on a commission basis. The bank says that credit has been advanced to these countries and that the flax crop is the security, says the American constituent in a cable Jan. 9.

Supply Trade

MINNEAPOLIS, MINN.—V. E. Forrest, grain elevator engineer, is now at the head of the engineering staff of the Grain Dealers Supply Co. Mr. Forrest has designed a large number of the best known concrete elevators in the Northwest, as well as many of those of wood construction.

MILWAUKEE, WIS.—William D. Gray, long a prominent figure in the milling machinery industry, died in this city Jan. 18. Mr. Gray was connected with the Allis-Chalmers Mfg. Co. from 1876 to 1901, occupying the position of chief engineer of the milling department. During his connection with the Edw. P. Allis Co. he invented and perfected many important machines used in milling.

ABOVE everything, if you are going to advertise, let the article you advertise be exactly, even better, than you represent it to be. Do not break faith with the public, for it has come a custom to look upon the advertised article as being a superior one, and it should win permanent favor, and you must keep so, for the public is fickle, and if once deceived it would be difficult to win it back.—J. Craver, v. p., Aunt Jemima Mills Co., St. Joseph, Mo.

MINNEAPOLIS, MINN.—The T. E. Ibberson Co. has just issued a 106-page booklet giving facts about many of the grain elevators and all sheds it has constructed in the Northwest. The booklet is 6½x9½ inches, printed on standard book paper and profusely illustrated with portraits of managers and photographs of grain elevators and coal sheds. It should prove of special interest to any man contemplating the erection of a modern grain handling plant.

DUE LEGAL FORMALITY should be observed in sales contracts and chattel mortgages covering machinery sold. Reliance on the honesty of the customer cost the Wolf Co., of Chambersburg, Pa., \$3,000, when three notes for \$980.10 each were declared by the Supreme Court of Colorado to be void because not properly acknowledged. The chattel mortgage given by the Farmers Mill & Elevator Co., of Montrose, Colo., should have been signed, "The Farmers' Mill & Elevator Company, a Corporation, by W. Hottel, as Secretary and General Manager," and not, "The Farns Mill & E. Co., by W. Hottel, Sec. & Gen."

OMAHA, NEB.—The following have installed rapping Combination Truck and Wagon pumps: Farmers Co-Op. Co., Philip, S. D.; Farmers Co-Op. Co., Haxtum, Col.; Farmers Grain & Trading Co., Haxtum, Col.; Alta Roller Mills Co., Alta, Ia.; Velte Grain Co., Grant, Neb.; C. Steckler, Avon, S. D.; J. Urbeck, Avon, S. D.; A. A. Traux, Mitchell and White Lake, S. D.; Kingman Mills, Kingman, Kan.; Longmont Farmers Mfg. & Elvtr. Co., Longmont, Denver and Lafayette, Colo.; Heophilus Bros., Iroquois, S. D.; Longmont Farmers Mfg. & Elvtr. Co., Haxtum, Colo.; Alexander Mfg. Co., Winfield, Kan.; St. Francis Mfg. Co., St. Francis, Kan.; Farmers Trading Co., Volin, S. D.; Turner Bros., Red Oak, Ia.; Lamar Flour Mills, Lamar, Colo.; Bailey Co-Op. Co., Dailey, Col.; O. M. Kellogg Grain Co., Denver, Col.; Rosebud Grain Co., Colome, S. D.; Newton Mfg. & Elvtr. Co., Newton, Kan.; M. J. Wagey, Yuma, Colo., and Hyde, Colo.; Colorado Mill & Elvtr. Co., Idaho Falls, Ida.; Kellogg Grain Co., Denver, Col.; D. F. Cooper, Haxtum, Colo.; Farmers Trading Co., Laurens, Ia.; Edmunds-Londergan Co., Marcus, Ia., and Clinton, Ia.; Farmers Grain & Sup. Co., Meriden, Neb.; York Mfg. Co., York, Neb.; Anderson & Sons, Estherville, Ia.

THE calendar of the Irving National Bank, New York, is in good taste on any wall.

Burlington Grain Elevator Co. Must Pay for Drier.

An opinion in favor of the Hess Warming & Ventilating Co., of Chicago, Ill., recently was filed by Commissioner Robert T. Bailey, against the Bank of Commerce of St. Louis and the Burlington Grain Elevator Co., reversing the judgment of the two lower courts, in the suit by which Mr. Hess sought to collect payment for a large drier installed at the Burlington Elevator, St. Louis, Mo., under a contract made Oct. 19, 1907, at the price of \$15,500.

There was no allegation by defendants that plaintiff had failed to comply with the contract in all respects; but the defendants sought to evade payment by resort to technicalities. One allegation was that the Hess Warming & Ventilating Co., not being a Missouri corporation, had no right to set up a drier in that state. Commissioner Bailey held that the mere setting up of a drier was not "doing business" in Missouri in violation of law.

A foreclosure sale of the elevator property also was relied upon by defendants as wiping out the liability of the property; but Commissioner Bailey held that the bonds held by the bank under which the foreclosure sale was held were issued contrary to the laws of Missouri and void, leaving title to the real estate in plaintiff.

The commissioner gives defendant right to redeem its property by paying the Hess Company within 90 days the principal and interest and costs of both suits.

The Supreme Court of Missouri, all judges concurring, unanimously adopted the opinion of Commissioner Bailey, characterizing numerous acts of defendants as in violation of the constitution and the statutes and some of the statements as illegal, fraudulent and utterly false.

The interest on the balance due as allowed by the court is nearly \$8,000.

How a Manufacturer Helps His Dealers.

When 35% of a manufacturer's dealers respond to a co-operative sales proposition by sending in mailing lists, with remittance to help cover the cost of a local advertising campaign, there must be something very unusual and effective in the manufacturer's plan.

That's the net result of a co-operative selling plan worked out by the Calumet Steel Company for the dealers who sell Ankorite Steel Drive Posts.

The Calumet Steel Company believes in getting repeat orders from its dealers by helping them *move the posts*, and in order to do that they urge every dealer to furnish a complete mailing list of prospective post users within his territory. Then they go after that list with such vigorous, hard-hitting common-sense sales literature and letters—all under the dealer's name—that something is bound to happen.

The complete co-operative sales plan, showing how all of the units of the campaign are co-ordinated to make it one hundred per cent profitable, is described and illustrated in a handsome three-color, twenty-four page prospectus, showing all of the sales helps in their natural colors and incorporating all of the valuable sales "stunts" known to the steel post industry.

The suggestions it contains will prove valuable to any dealer, not only for the selling of the steel posts but for the selling of many other products, because nothing is so valuable in retail selling as a concrete plan for tying up closely with the manufacturer's extensive consumer advertising.

WHEAT FIELDS of 34 counties in Kansas were rid of the troublesome grasshopper by the Kansas Experiment Station in 1919. A half million lemons and 183 carloads of white arsenic were used in preparing the exterminating mixture applied. The work is to be extended over the whole state in 1920.

SEEDBURN QUALITY

STANDARD GRAIN GRADING EQUIPMENT

The kind the Government Supervision Offices and Terminal Markets use. The kind you must have to be sure of your gradings.

STANDARD OFFICIAL BROWN-DUVEL MOISTURE TESTER

Special 4-in-1 Scale, Grain Triers, Sample Pans, Dockage Sieves, etc. Send for Catalogue 623

SEED TRADE REPORTING BUREAU

Postal Telegraph Bldg., Chicago

J. ROSENBAUM GRAIN CO.

Importers & Exporters
Private Wire
CHICAGO

ELLIS DRIERS

You may think you know all about driers, but you are very much behind times unless you have read our catalog No. 26, which is descriptive of the Ellis Portable Drier. It is the most compact and efficient drier ever offered the grain trade.

We solicit your correspondence.

Grain Driers

Rotary Driers

THE ELLIS DRIER CO.

332 So. LaSalle Street
CHICAGO, U. S. A.

I Am the Man You Want

I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

Grain Dealers Journal
Want Ad.

Supreme Court Decisions

Telegraf Company Liable for Negligence.—A telegraf company, which requires messages to be sent on prepared blanks, cannot restrict its liability for negligence by a provision on the back of the blanks that it shall not be liable for mistakes unless the message is repeated and insured, etc., for to allow a telegraf company to so exonerate itself for its own negligence would be contrary to public policy.—*Bowman & Bull Co. v. Postal Tel. Cable Co.* Supreme Court of Illinois. 124 N. E. 851.

Claims Between Carriers.—Where two railroads settled their own debt for a loss sustained by a shipper on account of a car being delivered without surrender of the bill of lading, a liability on which the roads were primarily obligated, one of them is not entitled to subrogation against the consignee of the car, subrogation being allowed only in favor of one who under some compulsion, legal or moral, pays another's debt, not in favor of him who pays his own debt.—*St. Louis & S. F. Ry. Co. v. Excello Feed Milling Co.* Kansas City Court of Appeals, Missouri. 215 S. W. 755.

Contract with Carrier Affected by Government Control.—Where a shipper and a railroad were operating under a contract when the government took over the railroads as a war measure, and the government disregarded the contract and increased the rates, a chancery court cannot decree specific performance of the contract against the railroad, because the interposition of the sovereign governmental power rendered the contract unenforceable, and it will remain unenforceable so long as such interposition is maintained by vis major.—*Kneeland-Bigelow Co. v. M. C. R. Co.* Supreme Court of Michigan. 174 N. W. 605.

Liability of Telegraf Co.—The receiver of a telegram in the absence of an agreement by him to that effect is not bound by a contract between the sender and the company, and his failure to present his claim within 60 days as required by the regulations of the company is not a defense. The receiver of a telegram not being bound by the contract between the sender and the company, in the absence of an agreement, is not bound by a contract provision limiting the company's liability to the amount of the fee received for the sending of the message.—*W. U. Tel. Co. v. Hanlin.* Appellate Court of Indiana. 125 N. E. 45.

Warehouse Receipts.—Validity of receipt No. 99 issued by a warehouseman held not affected by the fact that it was not the ninety-ninth receipt in fact issued by such warehouseman, or even the ninety-ninth receipt issued in the particular year, the Warehouse Receipts Act, though requiring a consecutive numbering of receipts, not requiring consecutive numbering in the order of their issue, or that no two receipts bearing the same numbering be issued from the same warehouse in the same year, the requirement of former Act No. 156 of 1888.—*Smith Bros. Co. v. Richheimer & Co.* Supreme Court of Louisiana. 83 South. 255.

Damages on Destination Value.—Under Interstate Commerce Act, § 20, as amended by Cummins Act, § 1 (Comp. St. § 8604a), providing that an interstate carrier of property shall issue a B/L therefor and be liable for any loss or damage to the property caused by it or any other carrier when carried under a thru B/L, and that no contract limiting such liability shall be valid, a provision of such B/L fixing the carrier's liability at the value of the property at the place and time of shipment is a limitation, and is invalid, and not enforceable.—*C. & M. & St. P. Ry. Co. v. McCaul-Dinsmore Co., U. S. Circuit Court of Appeals.* 260 Fed. 835.

Fire Set by Locomotive.—Where a railroad company permits combustible material to accumulate on its right of way in violation of Rev. Codes, § 4310, and fire escaping from its locomotive is communicated to adjacent property by reason of the presence of such material, the company is liable for damages, regardless of the degree of care exercised in equipping and operating the locomotive. The presence of combustible material on a railroad's right of way, and the communication of fire from a locomotive

through the agency of such material to adjacent property, may be established by circumstantial evidence.—*Pure Oil Co. v. C. & M. & St. P. Ry. Co.* Supreme Court of Montana. 185 Pac. 150.

Conversion of Stored Grain.—In an action to recover damages for the conversion of grain stored with the defendant, the defense was based upon claims by third parties, of which the bailee had notice, and the bailee relied upon a deposit in court of the value of the grain, less storage, fixed as of the date of the bringing of the action. It is held: Section 7594, Compiled Laws of 1913, concerning deposits in court where adverse claims are made to property, does not authorize a deposit of the money value of the property, after action brought, in discharge of a liability for conversion as of a prior date.—*McLaughlin v. Dodge Elevator Co.* Supreme Court of North Dakota. 174 N. W. 871.

Attachment of Proceeds of Draft.—In a shipment of goods, the consignor, who was indebted to a bank, indorsed the bill of lading and drew a draft in favor of the bank, to be applied on his indebtedness to it. The bank forwarded the B/L and draft to its correspondent, and the consignee paid the draft and obtained possession of the goods, but immediately attached the proceeds of the same in the hands of the correspondent for a debt of the consignor. Held, that the transfer of the draft and B/L transferred the title of the goods to the bank, and the consignee took them subject to the rights of the bank, and the proceeds of the shipment were not subject to attachment for a debt due to the consignee from the consignor.—*Ranney-Davis Merc. Co. v. Bumgarner.* Supreme Court of Kansas. 185 Pac. 287.

Transaction on Margin.—Where a broker was employed by his customer to buy or sell on margin, actual transactions being contemplated, there was no violation of Rev. Laws, c. 99, § 4, 6, giving a customer right of action against the broker in such case, though as between the customer and the broker there would be no delivery, but only a money settlement or accounting. Where a customer's action against his broker proceeded wholly on the theory that it was based on Rev. Laws, c. 99, § 4, invalidating transactions in stocks wherein an actual purchase or sale is not contemplated, plaintiff customer cannot contend, on report to the Supreme Judicial Court after decision adverse to him, that he can recover at common law.—*Zemler v. Fitzgerald.* Supreme Judicial Court of Massachusetts. 125 N. E. 299.

Delivery to Carrier.—Where a B/L provided that, when goods were received on private or other sidings, they should be at owner's risk until car was attached to a train and the car had been loaded and sealed up and the carrier notified thereof, the carrier had a reasonable time thereafter to take charge of property before becoming liable for damages thereto by fire breaking out prior to its removal. Where a car of headings had been loaded and placed on a side track, but the B/L provided that delivery should not be complete until the car had been attached to a train, and the car was burned by a fire breaking out in a neighboring yard, evidence held to make it jury question whether carrier in refusing to move the car when requested was guilty of negligence and liable for damages sustained.—*Chickasaw Cooperative Co. v. Yazoo & M. V. R. R. Co.* Supreme Court of Arkansas. 215 S. W. 897.

Validity of Transaction in Grain Futures.—In an action by grain brokers to recover advancements for a customer in the purchase of grain, wherein defendant customer pleaded that it was not contemplated, either by the brokers or him self, that there should be any actual delivery of the grain, the customer is not precluded by his pleading from invoking the aid of Code Supp. 1913, § 4975d, which furnishes a remedy against the bucket shop proprietor, who does not intend delivery, even though the customer does, despite the fact that his pleading was predicated wholly on Code, § 4967, requiring an intention to bucket on the part both of broker and customer. In an action by grain brokers to recover advancements for a customer in the purchase of grain, wherein defendant customer relied on Code, § 4967, and Code Supp. 1913, § 4975d, as to trading on margins and bucketing, evidence that defendant had been a customer of the brokers for three years, and had bought large quantities of grain without any delivery, etc., held proper for consideration on the question of the intent of both parties or either.—*Harper & Ward v. Kurtz.* Supreme Court of Iowa. 175 N. W. 45.

Diversion After Expiration of Contract Time Not a Good Delivery.

Clement Grain Co., of Waco, Tex., plaintiff, v. Dawson Grain Co., of Omaha, Neb., defendant, before Arbitration Com'te No. 1 of the Grain Dealers National Ass'n, composed of C. D. Sturtevant, Geo. P. Bissell and J. R. Muller, Jr.

Plaintiff brings these proceedings to recover damages amounting to \$129.65 occasioned by defendant's failure to ship in contract time on car of No. 3 white corn sold January 6, 1919, at \$1.73 Group One Texas for prompt shipment.

The contract expired Jan. 16. Car Sou. 3561 was shipped Jan. 14 by defendant from Omaha to Parker Corn Co., Kansas City, and was diverted on Jan. 20 to plaintiff. Defendant claims that as the car was shipped from Omaha Jan. 14 it filled its contract.

The arbitration com'te of this Ass'n have repeatedly held that diversion in transit after the contract has expired is not a good delivery (see case No. 409), (*Peirson-Lathrop Grain Co. v. Kansas City, v. Wallingford Bros., Wichita*) and if plaintiff had refused to accept this shipment and had allowed defendant's draft to go to protest, they would have been within their rights and defendant would have had no recourse.

The only question for us to decide is whether or not the payment by plaintiff of defendant's draft constituted an acceptance of the shipment on contract. We have held in a similar case (*Goff & Carkner, Kansas City, v. Seley-Early Grain Co., case No. 470*) that payment of the draft without notice to shipper, constituted such an acceptance and that the receiver was estopped from collecting damages under such circumstances, because he thereby deprived the shipper of his right to make other, and possibly more profitable disposition of his property. In that case receiver paid shipper's draft and wrote him that he had done so and was charging his account with an arbitrary discount.

In this case before the draft was paid the following telegrams passed: 'Waco, Texas, Jan. 23, 1919. Dawson Grain Co., Omaha, Neb. 35624 Southern not shipped according to contract but billed Kansas City and diverted four days after contract time. The diversion by you deprives us diversion privilege making it impossible to fill our contract. Will use the car at ten cents per bushel reduction. Clement Grain Co.'

'Omaha, Nebraska, Jan. 23, 1919. Clement Grain Co., Waco, Texas. 'Nothing in contract to prevent us diverting car, we will pay diversion charges, best can do.' Dawson Grain Co.'

'Waco, Texas, Jan. 23, 1919. Dawson Grain Co., Omaha, Neb. 'We contend car not shipped according contract. Will honor your draft filing claim thru National Ass'n for full market difference.' Clement Grain Co.'

If defendant had not been satisfied with the discount it could have taken possession of the corn and disposed of it as it saw fit. Plaintiff so conducted itself that defendant was deprived of none of its rights.

We find therefore that defendant is liable for damages for failure to ship the corn in contract time.

Plaintiff's claim is based upon the difference between the price of No. 3 white corn in Omaha on the date of sale (Jan. 6, 1919) and the date the draft was presented for payment in Fort Worth (Jan. 23, 1919), or 11 cents a bushel or 1,173.32 bus., amounting to \$129.65. In the telegram quoted above, it agreed to accept the corn at 10 cents a bushel discount, which case the damages would have amounted to \$117.86. In default of any arrangement to the contract the correct measure of damages would be the difference between the contract price (173 Group One) and what the plaintiff could have sold the corn for in Fort Worth on Jan. 23. No evidence is offered as to the value of the corn in Fort Worth, but we are advised that damages on this basis would be something in excess of the amount claimed.

In view of all the circumstances in this case, we believe that plaintiff should be bound by its telegraph offer or settlement at 10 cents discount. This message was the notice to defendant upon which we base recovery, and in the absence of any proof from plaintiff of additional loss, over and above this amount, we believe this completely reimburses it. We find for plaintiff in the sum of \$117.86, and direct that defendant pay this amount and the costs of these proceedings.

RUSSIAN black sea ports have been given permission to export 4,500,000 bus. of feed barley. How this grain is to be moved is not known.

E. W. TALLMAN, of Philadelphia, was unanimously elected to the presidency of the Ass'n of Manufacturers' Representatives. The ass'n has as members virtually all of the sales executives and brokers operating in the tri-state market for the manufacturers of grocery products.

Grain Carriers

SWEDEN is losing money by operating railroads. The loss in state railways in 1919 was \$2,000,000.

THE EMBARGO on the movement of grain from gulf ports in effect since last August was unceasing, effective Jan. 20.

COMPLAINTS of the Inland Empire Shippers League against the rates on grain from the Spokane district to Portland and Vancouver has been dismissed by the Interstate Commerce Commission as unjustified.

IN NOVEMBER 95 per cent of the revenue of the roads was eaten up by operating expenses, taxes, and rents, so the bureau of railway news and statistics announces, while the net returns fell about \$64,000,000 short of meeting the government's guaranty. The deficit as in the face of the largest gross earnings for the month in the history of American railroads, except for November, 1918, and less than \$3,000,000 short of that record mark.

INVESTIGATION by the Interstate Commerce Commission of the railroad warehouse facilities at ports on the Atlantic, Pacific and Gulf coasts to ascertain if they are ample to handle grain shipments, would be ordered by a bill introduced by Representative Anderson of Minnesota. Western farmers, Representative Anderson explained, have complained that eight cars are being used for storage purposes, resulting in congestion and shortage of cars. The Interstate Commerce Commission, under the bill, would be given power to order necessary enlargement of seaport elevator facilities.

SEVENTY per cent of all cars supplied terminal markets for grain loading must be turned over to the Grain Corporation for wheat shipments by order of the Railroad Administration.

NONE of the eastern roads are taking freight from western connections at Chicago on account of the embargo by the eastern roads not carrying freight east of Buffalo. Permits must be secured or permission granted by the freight traffic committee for the further shipment of goods to be exported.

SENATOR MILES POINDEXTER in an address Jan. 20 at Providence said the "anti-strike" clause in the Cummins railroad bill, now in conference between the houses of congress, is the first substantial move made "to solve a problem which has in it the germs of civil war and revolution." "If it is not solved by law, it will be solved in blood and, perhaps, in the destruction of our institutions. It involves the question whether industrial disputes, where employer and employee cannot agree, are to be adjusted by the orderly processes of government or by force, terror, and intimidation."

THE UNITED STATES RAILROAD ADMINISTRATION has granted the privilege of a second stop, after oats have been stored for clipping, at 3c per cwt. additional freight, all other provisions of the transit rules to apply. This is only in addition, effective Dec. 31 and expiring May 31, 1920. This was done in order to help improve the condition by clipping or cleaning the oats which might have been shipped from one point to a storage point where there is no clipper or cleaner, and to permit such oats to be shipped to a point where there is a cleaner or clipper, to improve the quality and grade of the oats for feeding purposes.

Russian Grain Exports.

Goods from England are pouring into the open ports of South Russia and, so far, there is hardly anything to be exchanged for them. Government officials persist in putting obstacles in the way of shippers' permits to export even such redundant articles as furs, bristles, skins, wood and tobacco.

Grain export is not generally permitted, though a part cargo of Maize, some 2,000 tons, has gone to Marseilles. Now there is a kind of conditional permission given for the export of about 450,000 quarters of feeding barley—from Odessa, Skadousk, Kherson and Nicolaieff. Deliberations are now taking place as to whom the privilege of shipping the grain will be accorded. Big Russian Co-operative Societies, or trading combines of recent growth seem likely to obtain special permits.

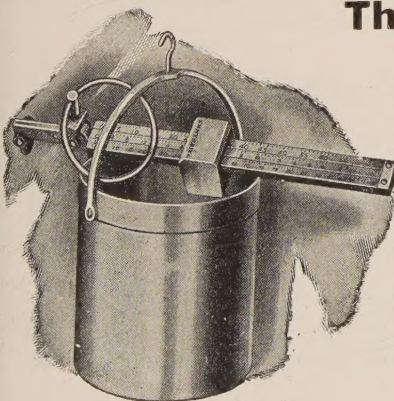
The agent of the British C.W.S. is expecting to ship soon 3,000 tons of wheat to Hull. Shipments from Crimean Coast places or from river ports in other parts of Russia will be more readily made than from such places as Novorossisk, which depend upon railway communication with the hinterland. Our correspondent confirms his previous advice concerning the grain crops of South Russia, last summer's harvest was a fine one, but it cannot be moved at present owing to the bad state of the rolling stock. By the spring at least some moderate amount should be moved, and if spring sowings are successfully made and get a fair start, quite a large quantity of grain may be exported. The price of grain quoted in roubles is rapidly rising, and even, also, in sterling, altho only slowly, but local prices are only about 2/3rds of what could be paid by exporters.—*Corn Trade News.*

BIDS for wheat for export are being made by the U. S. Grain Corporation at 12 cents over basis. After Dec. 30 the bid is raised 1 cent per bushel each 10 days.

HESS DRIERS

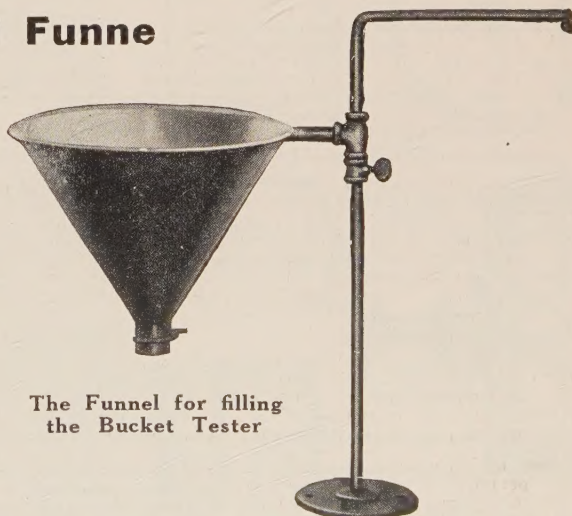
meet every requirement of the grain and milling trade. They have kept in the lead in the matters of economy, efficiency and convenience, and no other maker can excel us in the way of prompt and careful service. We carry large supplies of apparatus and material, and a corps of skilled workers is always on duty.

The Bucket Tester and Funnel



The Bucket Tester

for bushel weight and dockage, are part of our complete line of grain testing apparatus, which includes **Brown-Duvel Moisture Testers, Torsion Four-purpose Scales, Boerner Samplers**, etc. We keep a large stock ready for instant delivery.



The Funnel for filling the Bucket Tester

HESS WARMING & VENTILATING CO.

907 TACOMA BLDG., CHICAGO, ILL.

Have You Had Our FREE STROKER, With Grain Grades Tabulated? Ask for One

Patents Granted

1,328,770. Car Mover. Frank F. Sterner, Bakersfield, Pa. This car mover includes a yoke with two arms that are circular so that they will bite into the ties of the track. The lever to this device comes in contact with the rear sill of the car. Bolts hold the arms in place after they come in contact with the ties. The lever arm attached to the lever acts as a pivot when force is applied.

1,328,690. Sack Holder. Albert Louis Renfro, Bakersfield, Cal. This apparatus consists of a rectangular frame to be secured to a discharge spout. There is a yoke which consists of a body and arms which extend laterally from the body. The arms slide in connection with the side members of the frame. The body of the yoke supports hooks as does that part of the frame on the opposite side. There is a means on the yoke arms that limit the movement of the yoke body away from the frame.

1,327,863. Grain Drier. Herbert C. Ellis, Evanston, Ill., assignor to Ellis Drier & Elevator Co., Chicago. This is a drying apparatus for use with a stationary receptacle or trough. It consists of a round, rotating head which is made up of a hub and spokes or arms which hold an annular portion. These parts have supply and outlet ducts so that a circulation of the heating fluid can be kept up thru a connection in two opposite, moving pivots on the hub. These pivots connect with supply and outlet connections in the hub.

1,328,642. Dust Separator. Charles A. Xardell, Utica, N. Y. This is a dust collector consisting of upper and lower removable casing parts. The upper part can be placed in any position. The lower portion has an intake tube which extends up into the upper part. On the top of this tube is a cone that is cut off. Over this cone is another cone made with outlets for the escape of air. The space between these two cones provides a dust separating chamber, which will hold dust (contained in the air) on its journey up the tube and out thru the outlets in the upper cone.

1,328,132. Ventilated Grain-Storehouse. Lizzie H. Dickelman, Forest, O. This is a ventilated grain store house having a central per-

forated air shaft. At the bottom of this store house are lateral perforated air tubes extending to the central air shaft. The central and extension tubes are secured to the base. The roof is secured to the central air shaft. At the junction of the walls and roof are a number of auxiliary air conduits, each communicating with the outer air at one end and the interior of the grain house between the wall and center shaft on the other. On the end of the auxiliary tube there is a removable, perforated thimble which removes the warm and damp air that has been drawn in thru the perforated central and lateral tubes.

1,328,214. Steel Grain Car Door. George Townill and Peter Townill, Plainfield, Ill. This is a steel door in two horizontal sections. Each section is to be moved in different directions. One section fits into the other. For the upper section one side of the door has a flanged runway. There is a flanged abutment at the other side of the door as a stop for the upper section. After the upper section has been opened, the lower door opens by moving away from a flanged stop on a flanged runway. The flanges keep the sections fitting in each other. Riveted to the lower edge of the upper section is a strip of steel. When the upper section of the door is closed the lower section of the door will be under a joint closure. This closure will prevent fine materials and grain from passing between the sections.

Lessons of Recent Dust Explosions.

David J. Price, in charge of grain dust explosion prevention work of the U. S. Grain Corporation, recently delivered an address before the Railway Fire Protection Ass'n, from which the following is taken:

The two most recent explosions in grain elevators have shown very definitely that a plant constructed of fire resistive materials is not explosion proof. It raises this question: Is the tendency in a so-called fireproof plant inclined to create a feeling that the immunity from fire removes all possible plant danger? It is fully understood that dust explosions cannot propagate unless there is dust present in the plant to feed the flame. This would require constant vigilance for dust removal.

If a fireproof plant is not maintained in good condition and the dust is allowed to accumulate, the damage to the plant will probably be more extensive than would be the case in a poorly constructed frame elevator. Experience has proven this to be true and extensive damage has been caused to plants so constructed. This matter cannot be emphasized too strongly at this time in order to bring to the attention of our constructing engineers the necessity of consideration being given to dust explosion prevention. It is felt that both the workmen and the officials are inclined to believe that the construction of the plant removes all possible danger. The dust explosion hazard cannot be eliminated unless the dust is removed.

It is difficult to consider the prevention of dust explosions unless direct attention is given to dust removal. The engineers engaged on this work have been inclined to feel that provision should be made in all grain elevators to apply suction systems at points where grain is handled. At the present time this matter cannot be too strongly urged owing to existing regulations requiring that no loss of weight occur in the handling of grain shipments in the elevators. The regulations require that the weight of the grain going to the receiver be maintained as near as possible to that received from the shipper. This involves the handling of the dust which is explosive material over and over again. If we were dealing with dynamite or gasoline in the grain it is quite likely that we might more seriously consider this matter.

The protection of life and property and also the improvement of working conditions as they relate to the health of the men in the plants will at some time require that this matter be definitely settled. If the dust can be removed by suction at the various points where it is thrown or handled it will be prevented from escaping or settling throughout the plant. If the dust is not allowed to accumulate on ledges, overhead girders, beams, etc., the explosion might be confined and limited to small proportions. The investigations indicate that in very few cases single explosions occur. In most instances the secondary explosion, which follows the smaller or primary one, is of very large proportion, which is due to the ignition of the dust which has settled throughout the plant. It is just a little difficult at the present time to advocate dust removal when regulations such as the ones referred to exist throughout the country.

The Federal Government has been giving considerable time to the matter of dust removal in the field in grain threshing machines. This phase of the problem has been attacked in con-

nection with the smut dust explosions in grain separators in the Pacific Northwest. The plan for the work provided for continued investigations in the field at the threshing machines and also at the country elevators. If the inflammable material can be taken out at points where it is handled it will mean that the quantity will not be nearly as large when it reaches the terminal elevator. The development of these plans will require considerable experimental work, but it is very evident that they must be given considerable attention in connection with dust explosion prevention.

Insurance Notes.

STATE MONOPOLY of casualty insurance was opposed in a resolution adopted Jan. 20 by the Nebraska Millers Ass'n at Omaha.

THE TEXAS State Fire Commissioner has announced that "Policies covering mixed feed, chops, bran and by-products of grain, beans and peas when sorted in elevators or warehouses occupied exclusively by such, are to be written subject to the provisions of the 100 per cent reduced rate and co-insurance clause, but the clause is not to be attached to policies covering hay."

ALBERT SWANSON, millwright earning \$42 week, had his hand crushed while employed by the Updike Grain Co. and was awarded \$12 weekly for 30 weeks. He appealed from this ruling of the Nebraska compensation board and has been granted a reversal by the Supreme Court of Nebraska on the ground that a permanent partial loss of the use of his hand entitled him to the same weekly compensation for a longer period, 75 weeks.

IN MILLERS' MUTUAL CASUALTY Co. v. Louis E. Hoover the Court of Civil Appeals of Texas on Dec. 6 denied a rehearing on the judgment against the company for \$5,400, payable at the rate of \$15 a week to the wife and two children of Guy Frank Hoover, who was killed by accident while at work in the plant of the G. B. R. Smith Milling Co., Sherman, Tex., as superintendent and head miller, at a salary of \$165 per month. The casualty company alleged it was not liable under the act and its policy because Hoover was a director of the company and the statute provides that directors shall not be deemed to be employees. The court held that "if directors as matter of fact, are so otherwise employed, and the employment is such as to bring them within the definition of 'employee' contained in the act, and while so engaged are injured, they are, in our opinion, entitled to the benefits of the act. What employees or servants are included in the definition, of what particular test is to be applied to determine that issue, will depend largely upon the facts of each case."

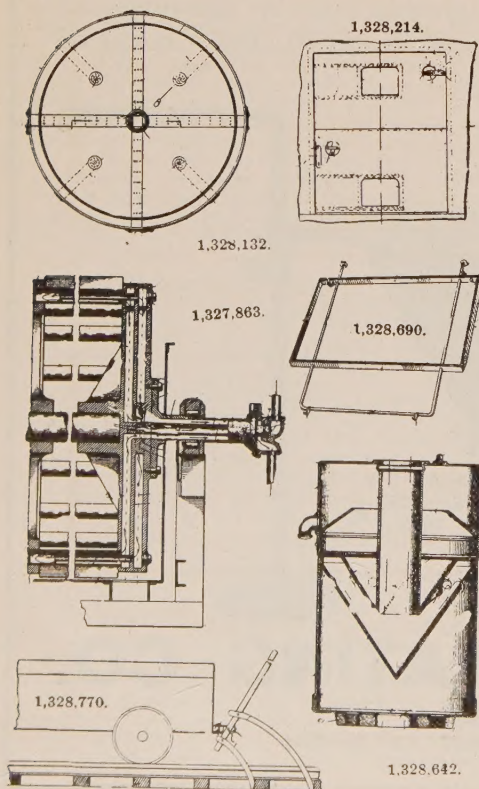
A Wonderful World.

Chas. H. Ridgway, secy of the Western Millers' Mutual Fire Ins. Co. carries his philosophy of good cheer into business and ever and anon favors his friends with an inspiration. One of his latest follows:

A little more praise, a little less blame,
A little more virtue, a little less shame,
A little more thought for the other man's rights,
A little less self in our chase for delights,
A little more loving, a little less hate,
Are all that is needed to make the world great.

A little more boosting, a little less jeering,
A little more trusting, a little less fearing,
A little more patience in trouble and pain,
A little less willing at times to complain,
A little more kindness worked into the strife,
Are all that is needed to glorify life.

A little more honor, a little less greed,
A little more service, a little less creed,
A little more courage when pathways are rough,
A little more action, a little less bluff,
A little more kindness by you and by me,
And oh! what a wonderful world it would be.



Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$3.50

GRAIN DEALERS JOURNAL

315 So. La Salle Street CHICAGO, ILL.

If you have a good thing

Tell the Grain Dealers—
They'll do the rest—

Advertising is the quickest and best way—but it must be the right kind of advertising.

If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.

Only One Way

to keep your business messages private and that is by using a grain code.

In selecting a code, you should avoid buying one so large you can't find what you want, or so small it don't cover the business.

Universal Grain Code

Is just the code you need; a small book, 150 pages, containing 14,910 words covering your line of business and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

The price is only \$3.00.

Code words for the new U. S. wheat and corn grades are included.

GRAIN DEALERS JOURNAL

305 So. La Salle Street, Chicago, Ill.

THE RECORDS

OF THE

Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

Mutual Fire Prevention Bureau

OXFORD, MICHIGAN

IF YOU WANT

regular country shippers to become familiar with your firm name, place your "ad" here :: ::

WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

J. A. KING, President GEO. A. WELLS, Secretary

Write for information
Regarding Short Term Grain Insurance

INCORPORATED 1877

The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at Cost.

Insurance in Force \$48,050,335.36 Cash Surplus \$655,363.13

H. B. SPARKS, President G. A. McKINNEY, Secretary

HOME OFFICE: Alton, Illinois

SOUTHWESTERN AGENCY: Railway Exchange, KANSAS CITY, MO.

Premium Adjustment Insurance

Under this form of insurance you pay premium only on actual values contained in elevator. Monthly statements of actual values are rendered by you and an adjustment of the premium based on the average value is made at expiration of policy. A simple and satisfactory form of insurance. Write for information.

C. R. McCOTTER
Western Manager
Omaha, Nebraska



C. A. McCOTTER
Secretary
Indianapolis, Ind.

Organized 1903

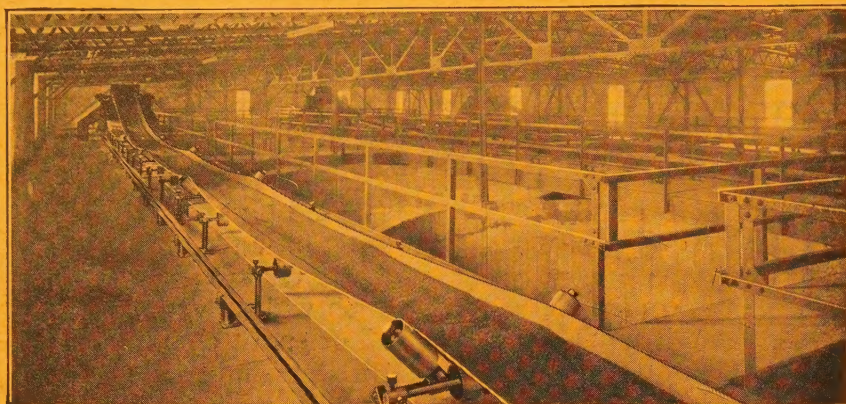
TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO

LUVERNE, MINN.

Average Premium Return for 16 Years, 50% of the Deposit Premium.

Try our plan for Short Term Grain Insurance

E. H. MORELAND, Secretary



Weller

Grain Handling Equipment



Save Labor—Reduce Costs—Increase Production

Weller Elevators and Conveyors will do this for you as they are doing it for thousands of mill and elevator operators throughout the country.

For more than thirty years the Weller Mfg. Co. has specialized in the design and construction of labor-saving machinery, and during that time no other company has been so closely identified with the development of elevating and conveying equipment in its special application to mill and grain elevator work.

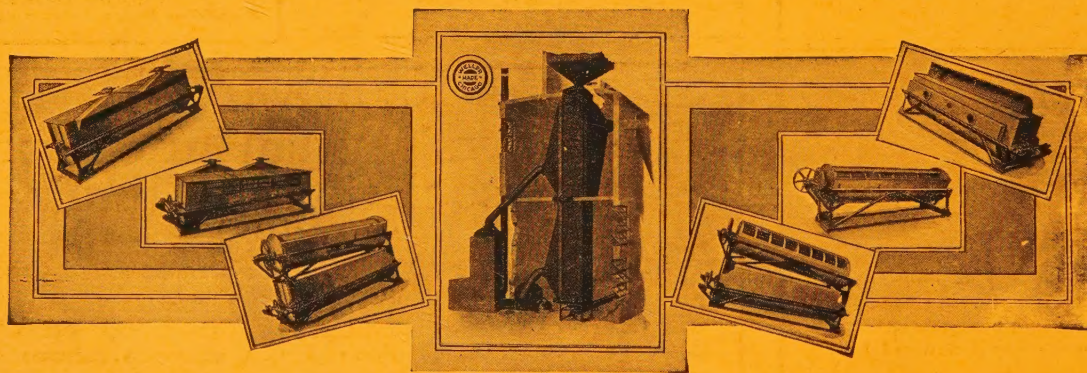
As pioneers in that field it initiated and developed many of the most economical and efficient methods which now obtain in the handling of grain and grain products.

Write for our Catalog 30Z, and let us help you to reduce your cost, stabilize your profits, and increase the output of your mill.

New York City
Philadelphia
Boston

WELLER MFG. CO.
CHICAGO

Baltimore
Pittsburgh
Salt Lake City



Weller

Dryers and Coolers



The Weller Line of Dryers and Coolers

is as nearly perfect practically and scientifically as modern mill engineering combined with over thirty-five years of experience in manufacturing mill and elevator machinery can make it. There are a number of features and modern improvements that are embodied in our dryers and coolers which make them far superior to anything on the market today. All of our machines are built of heavy non-corrosive steel and guaranteed to withstand the wear and tear these machines are usually subject to.

For the Modern Operator

who is desirous of keeping in touch with the best types of machinery and machines for his mill or elevator, we have compiled a special booklet describing the machines we manufacture. We will be pleased to send upon request to anyone desiring information on the WELLER LINE a copy of our Bulletin No. W-101. Any points regarding these machines not fully described in our booklet will be made clear to you upon request, and if you have any special problems in drying grains or other materials, write us.

New York City
Philadelphia
Boston

WELLER MFG. CO.
CHICAGO

Baltimore
Pittsburgh
Salt Lake City